

FIG. 1A

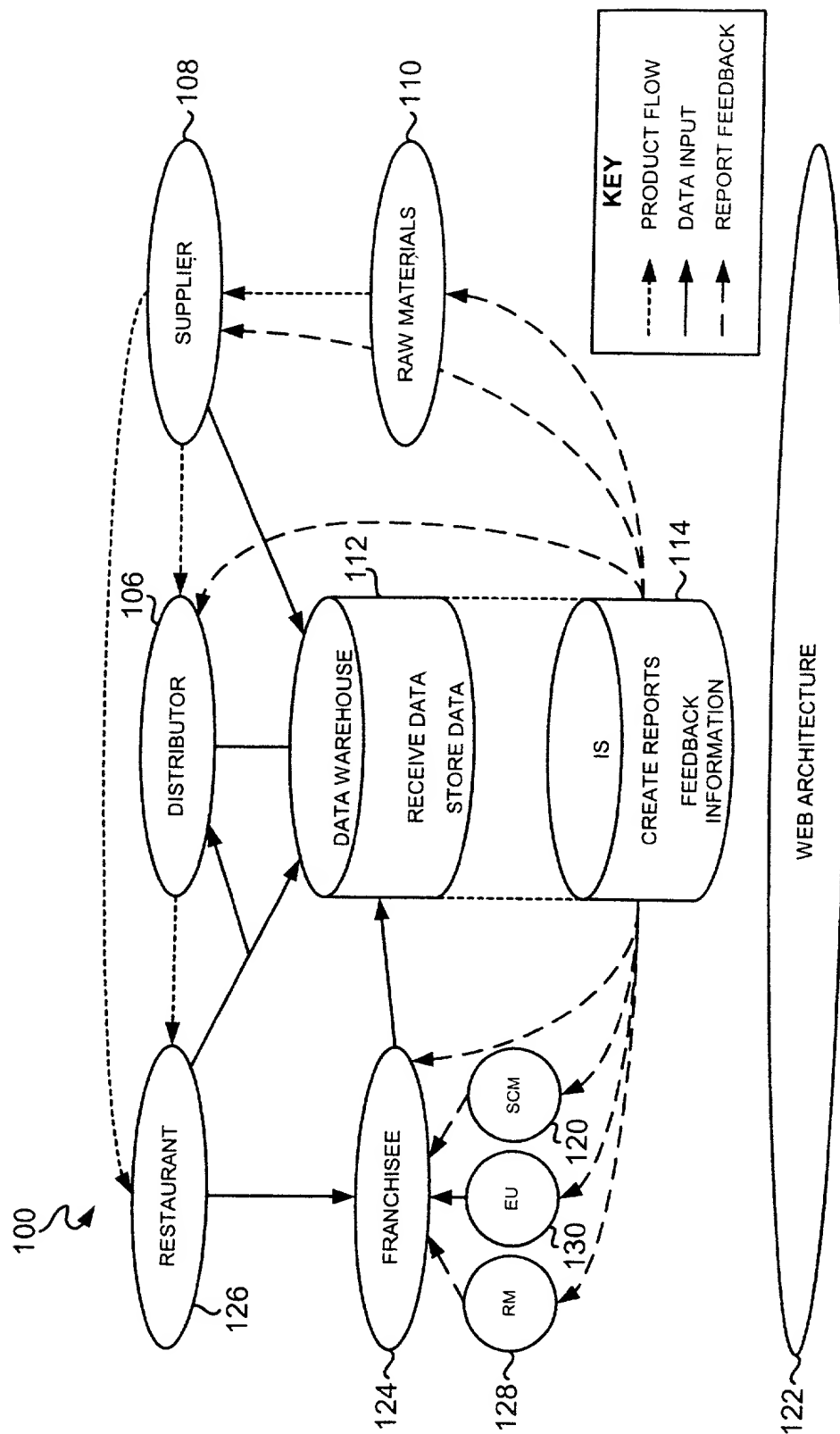
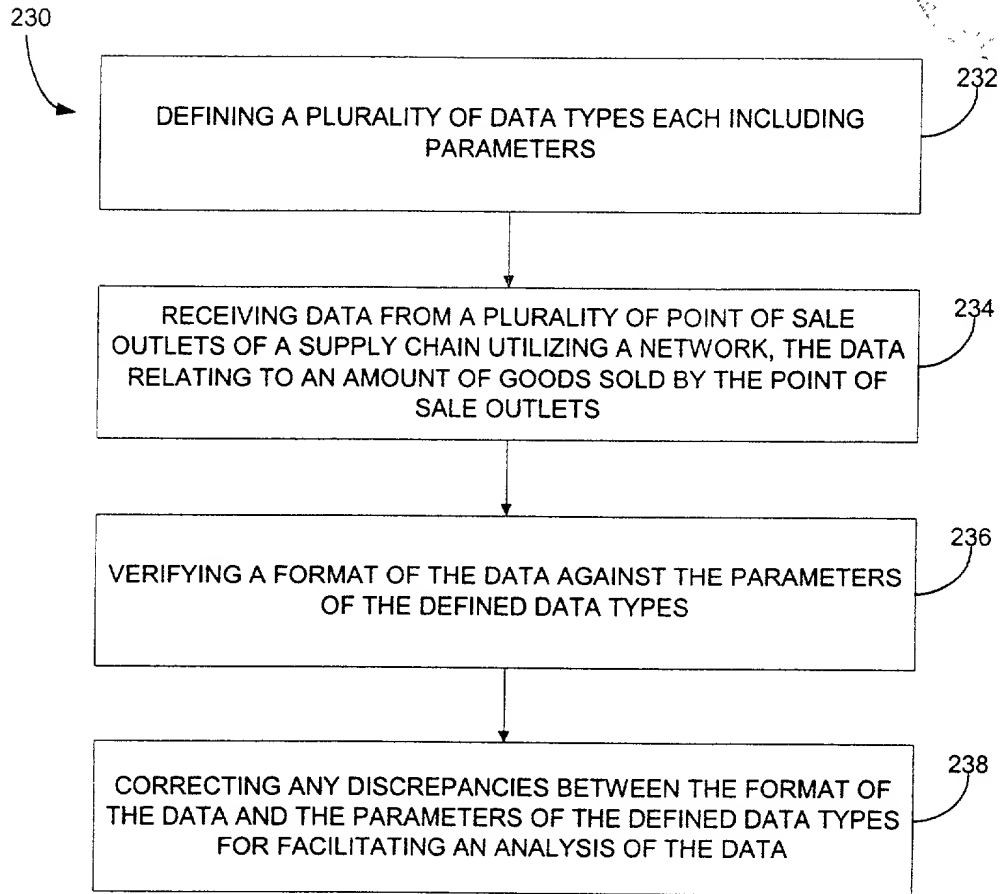
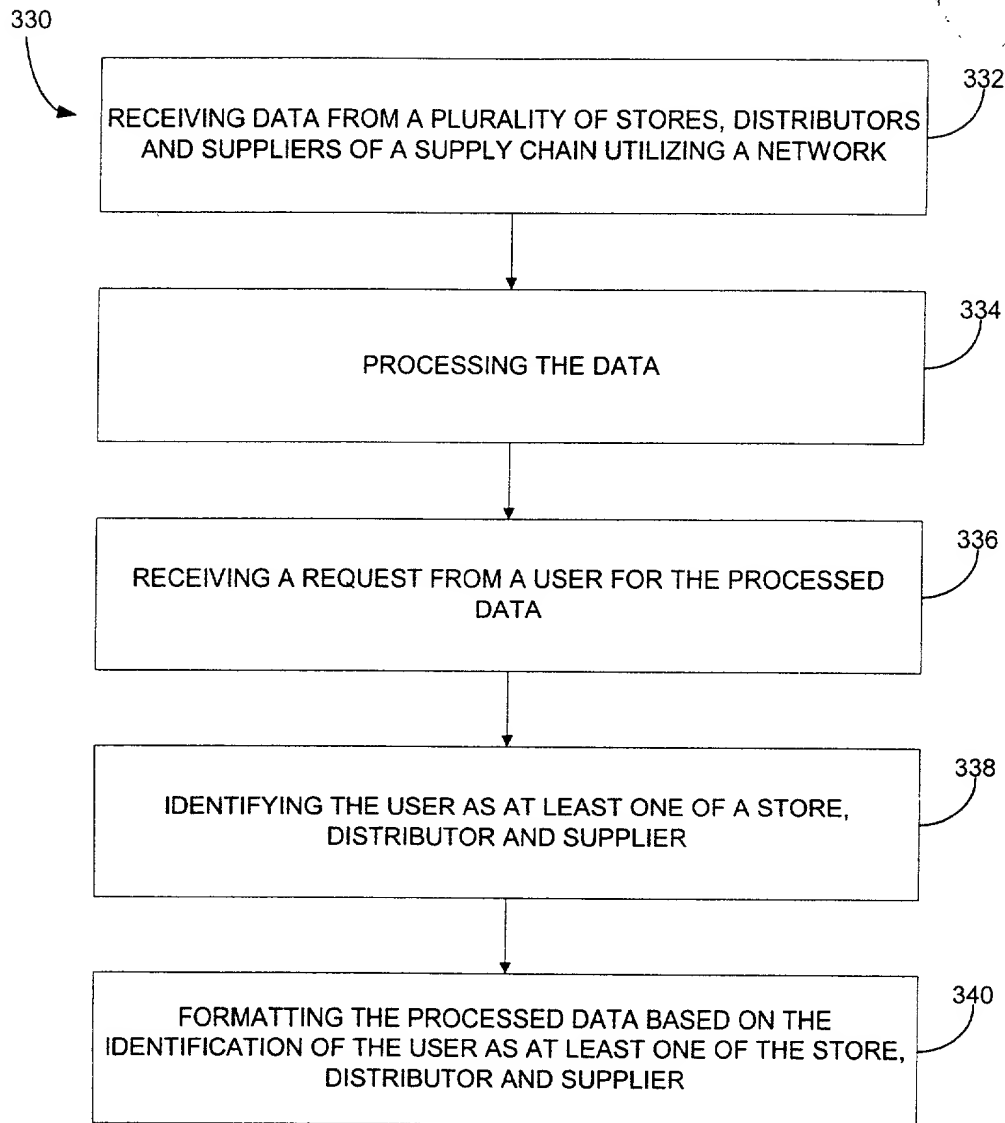


FIG. 1B



**FIG. 2**



**FIG. 3**



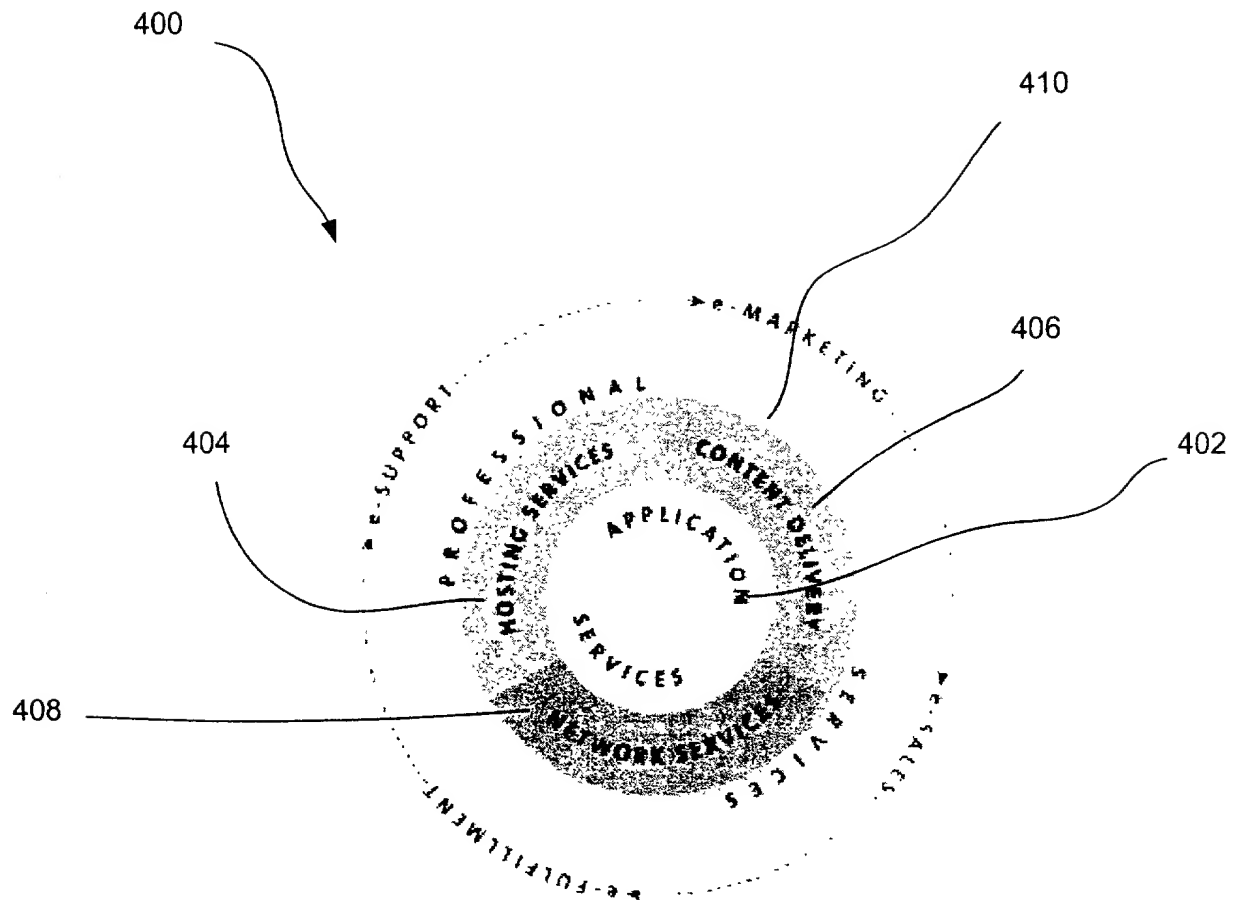
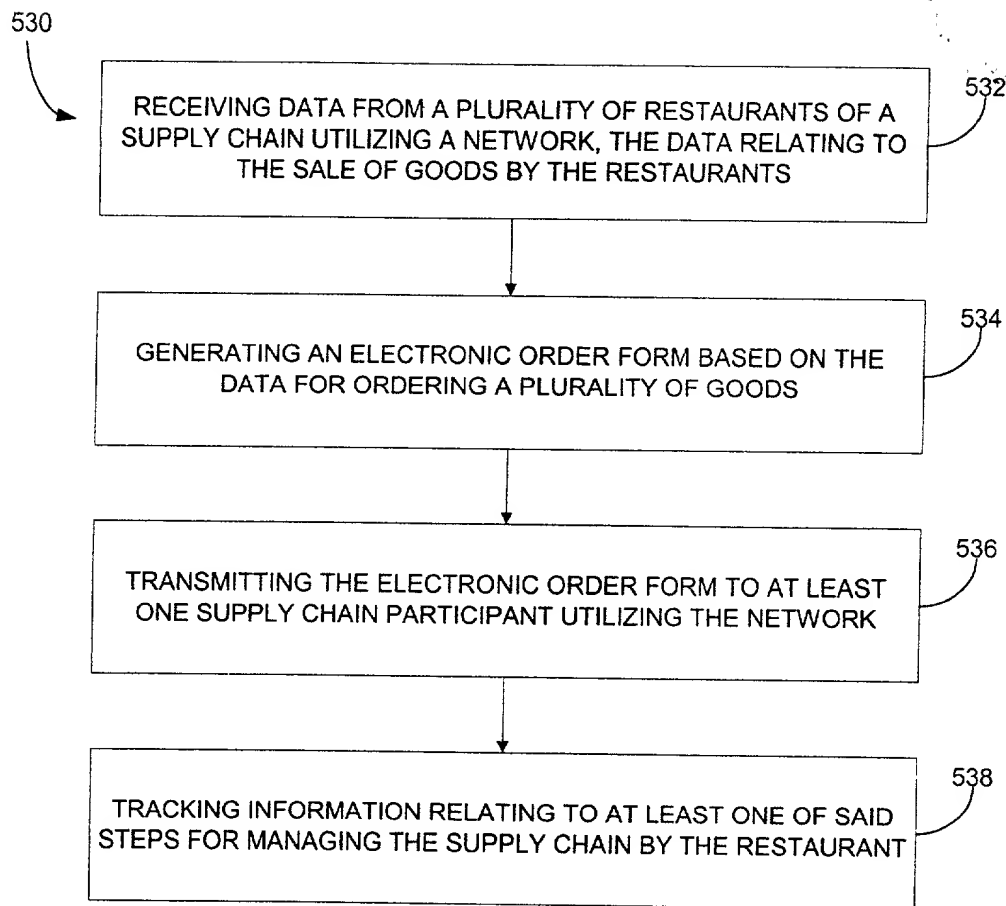
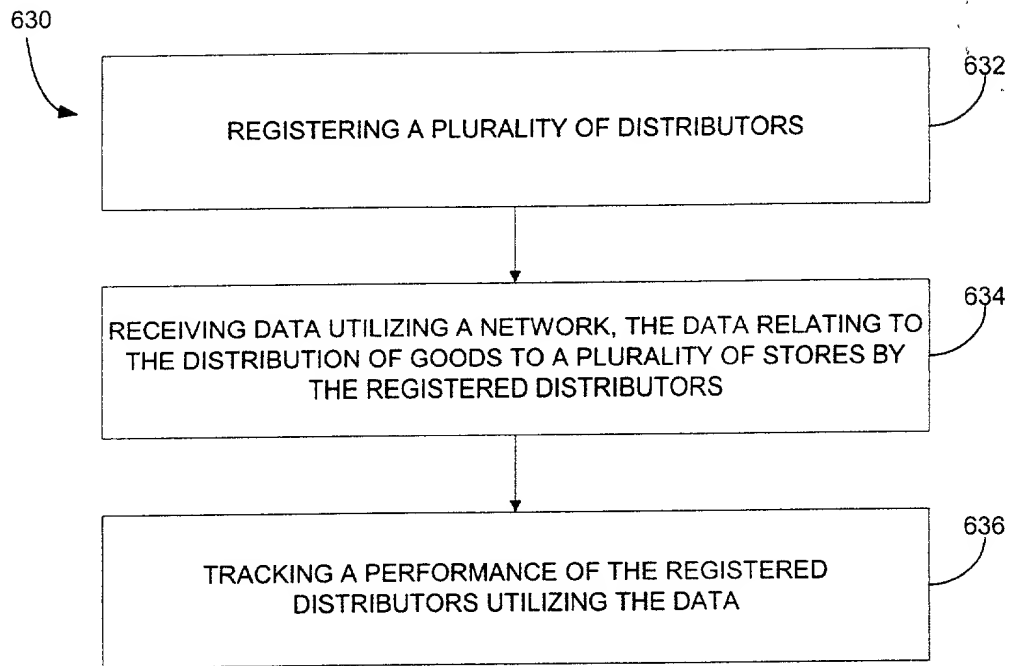


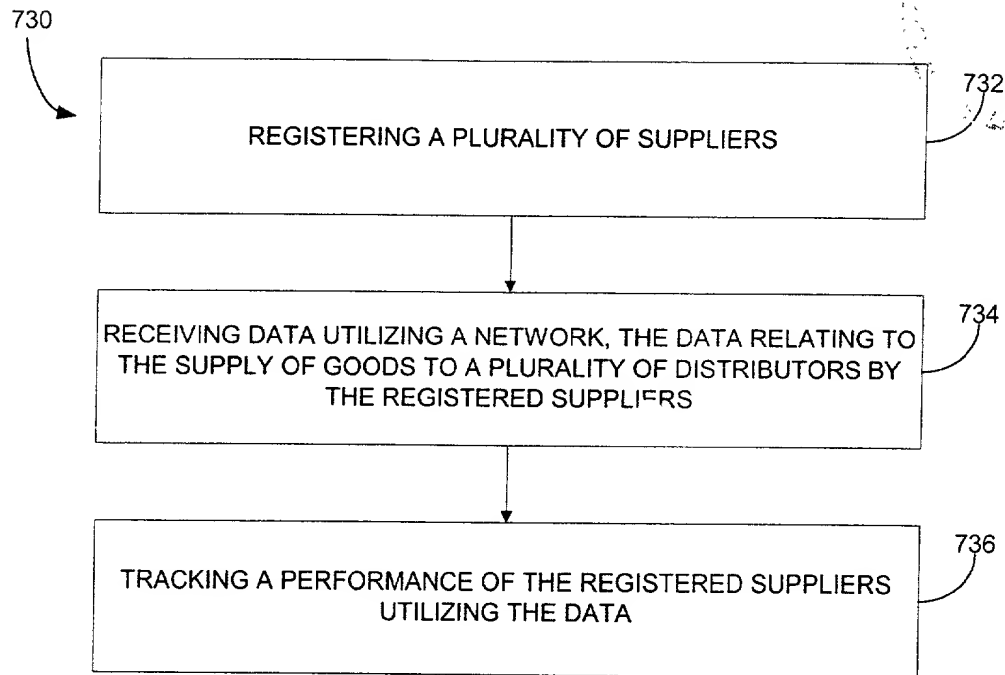
Fig. 4



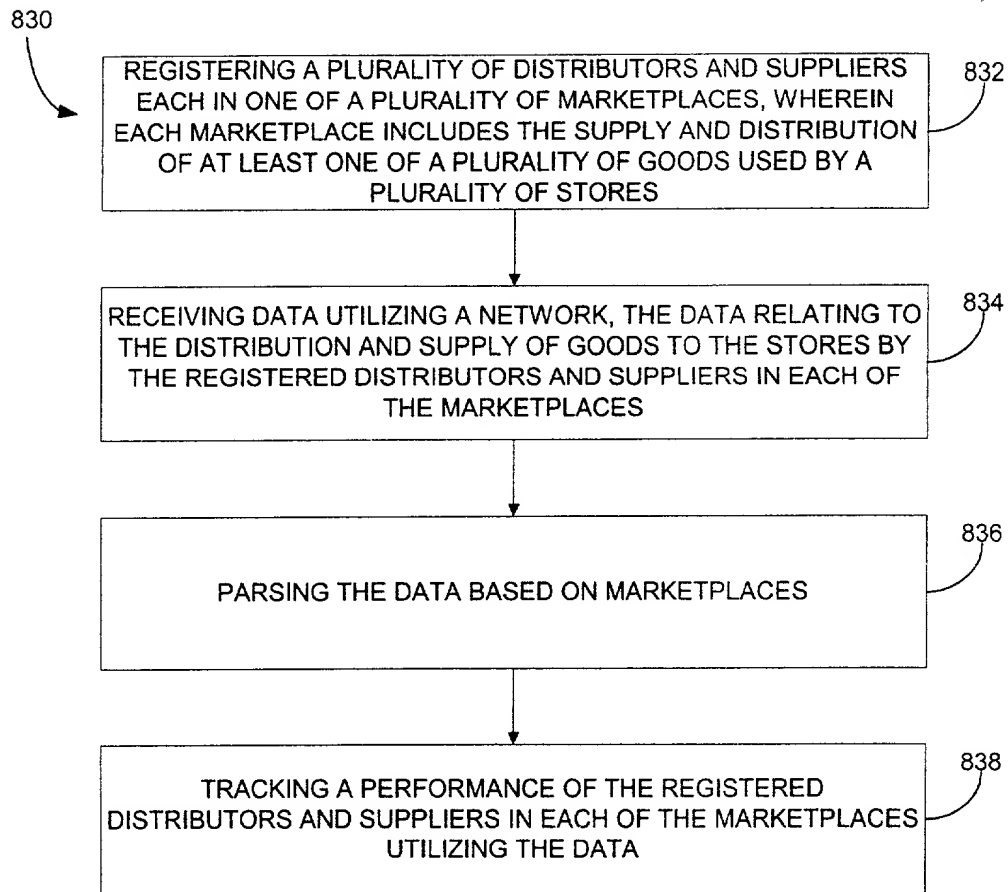
**FIG. 5**



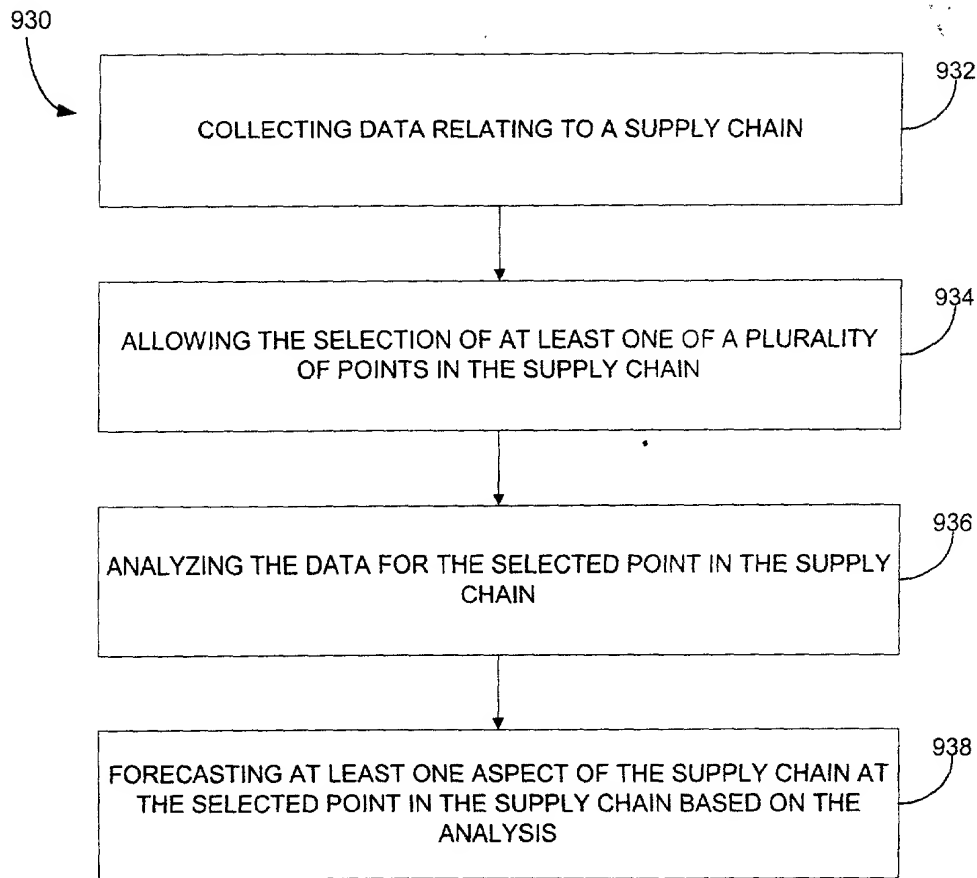
**FIG. 6**



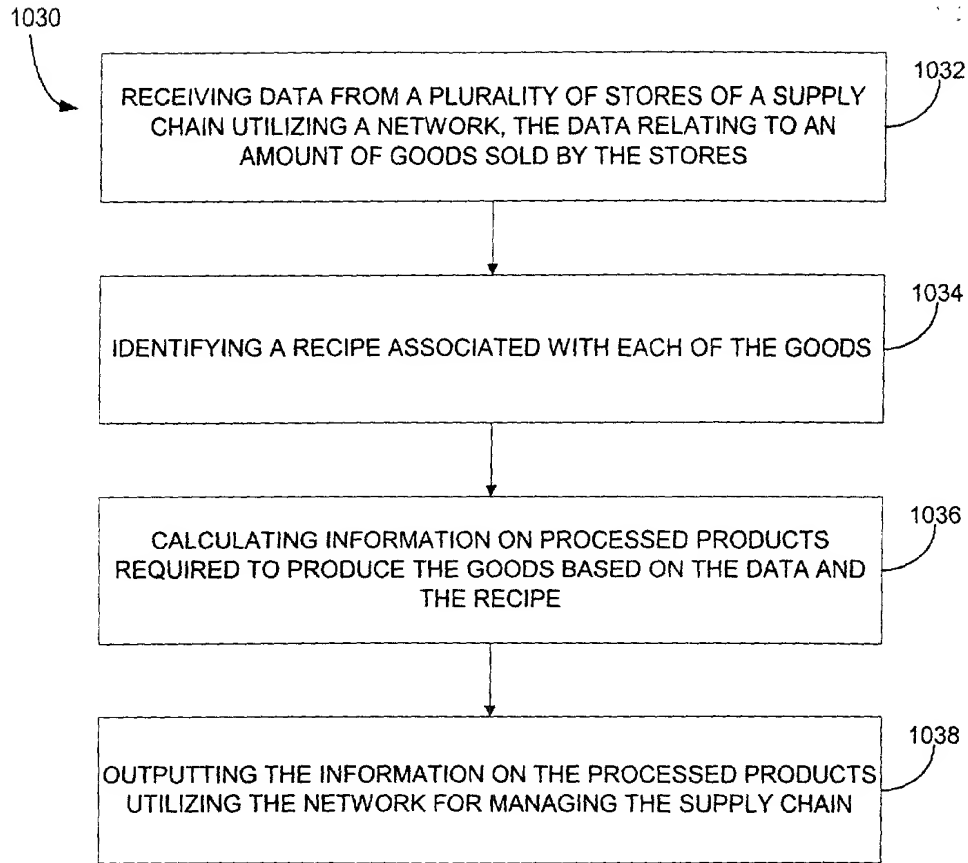
**FIG. 7**



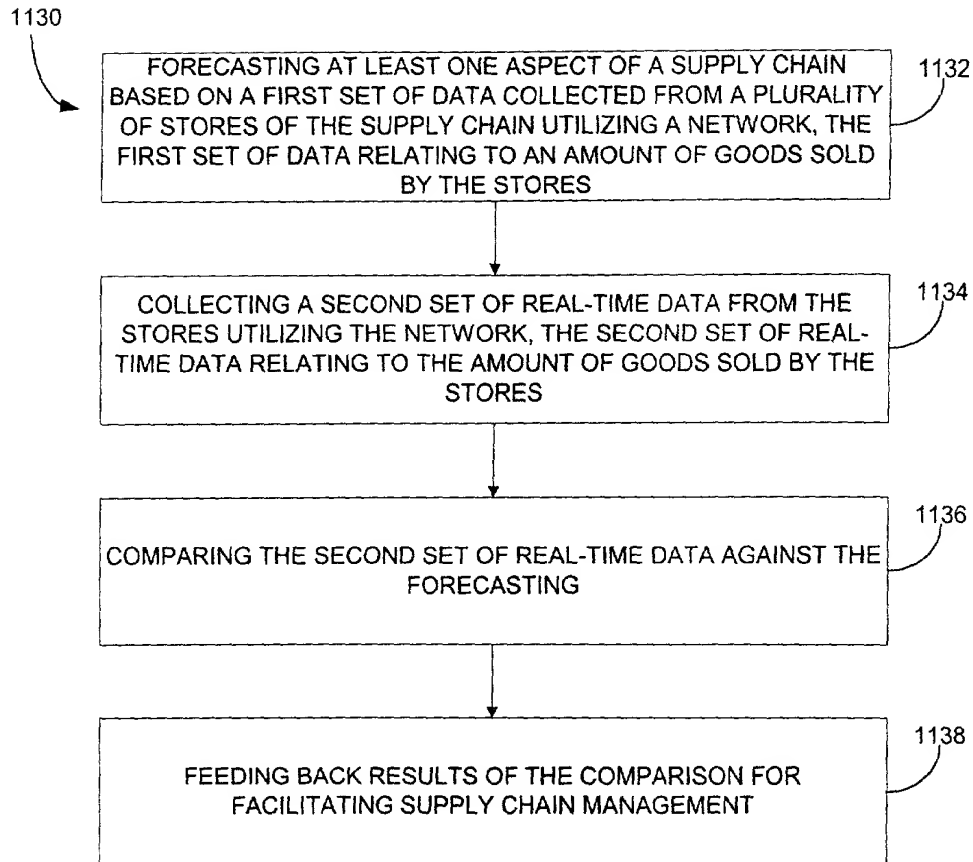
**FIG. 8**



**FIG. 9**



**FIG. 10**



**FIG. 11**



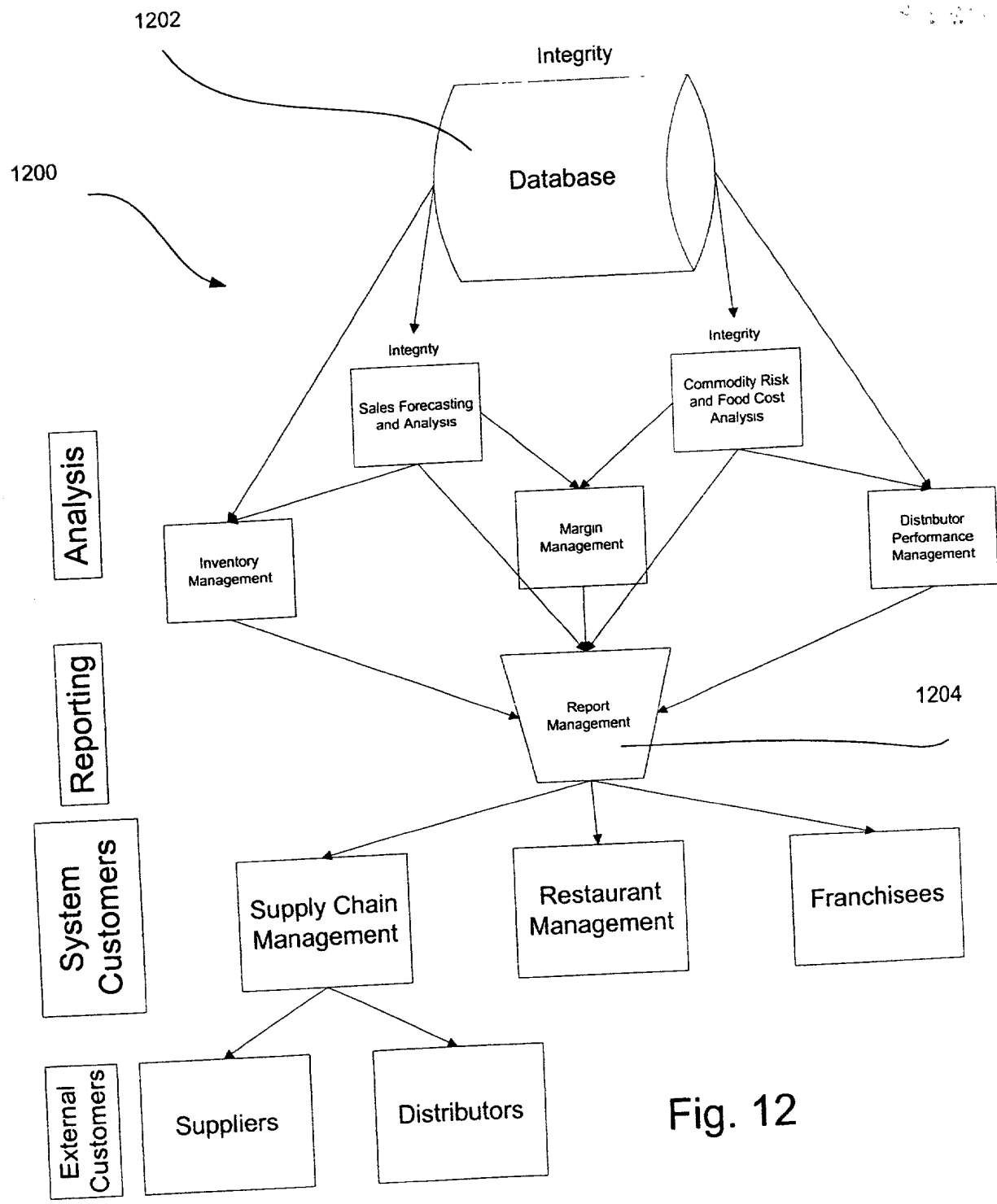
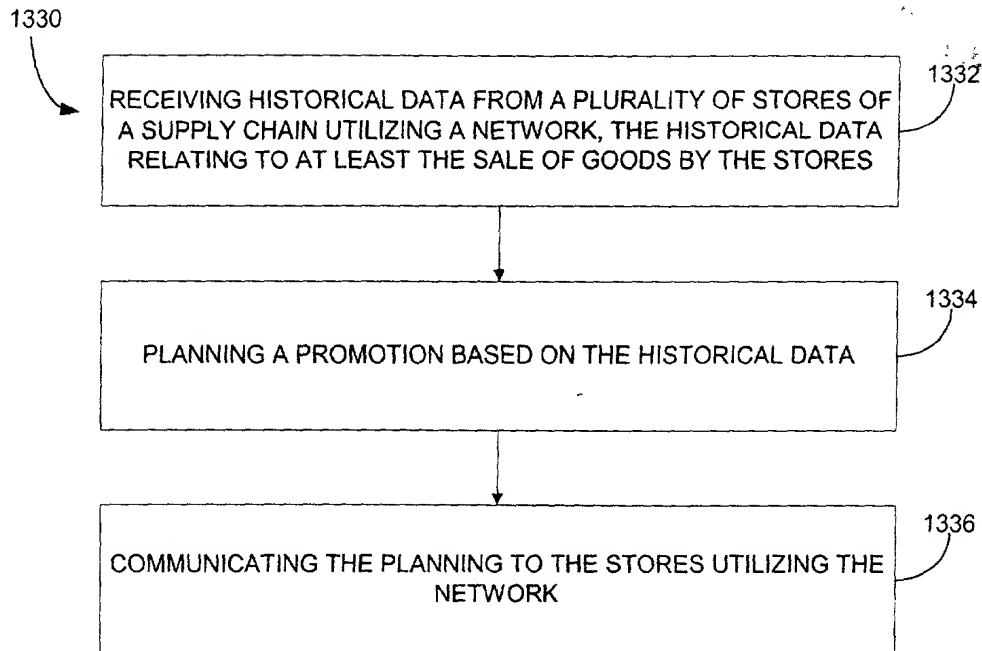
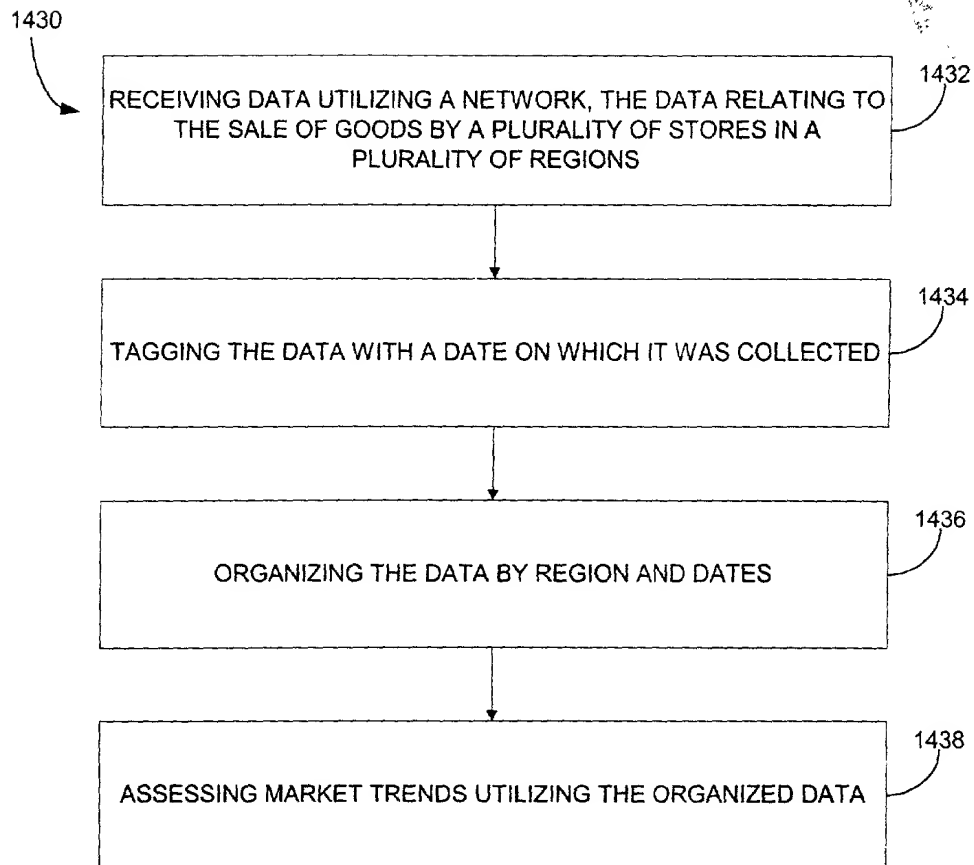


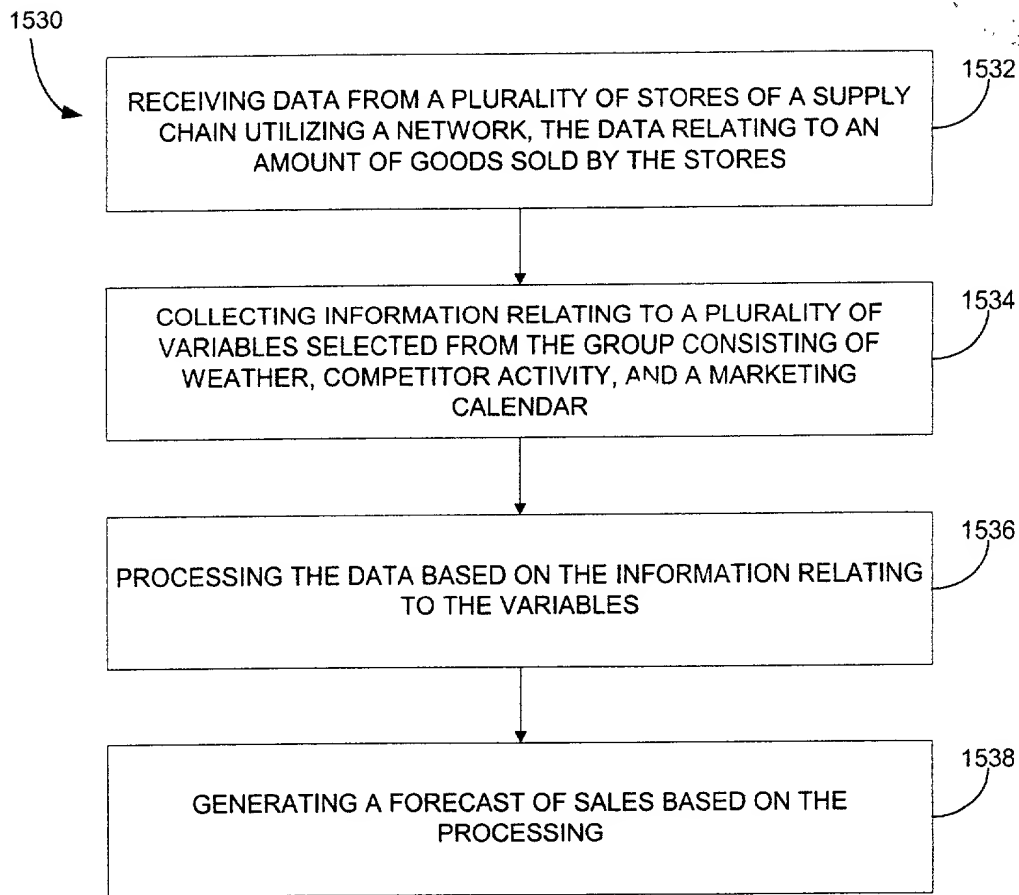
Fig. 12



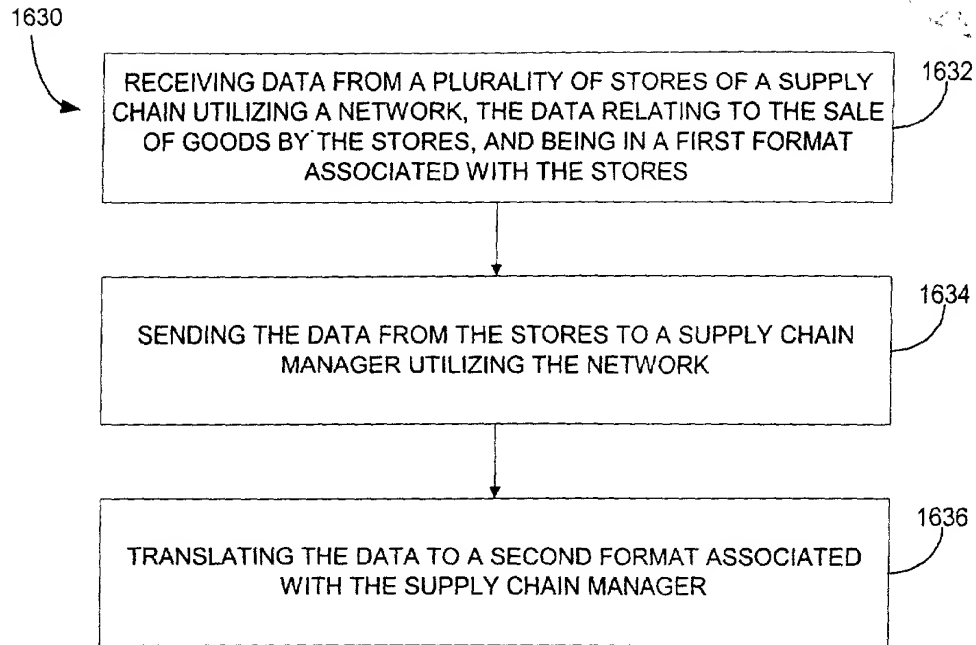
**FIG. 13**



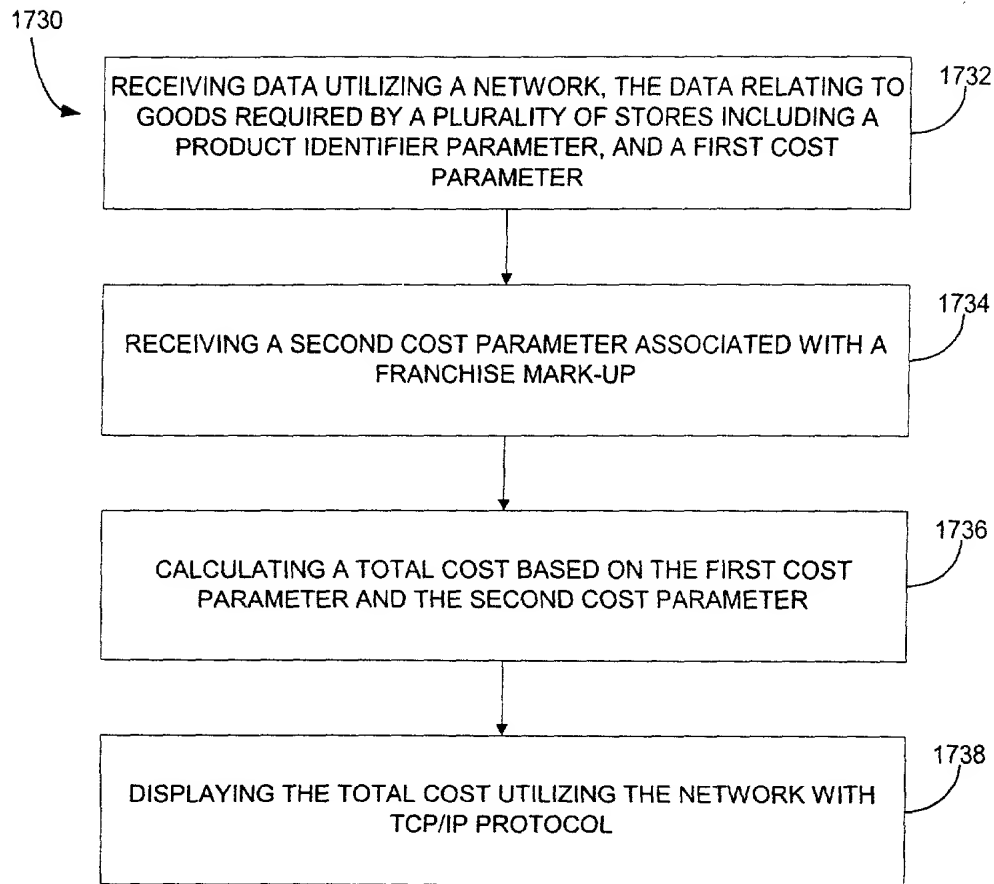
**FIG. 14**



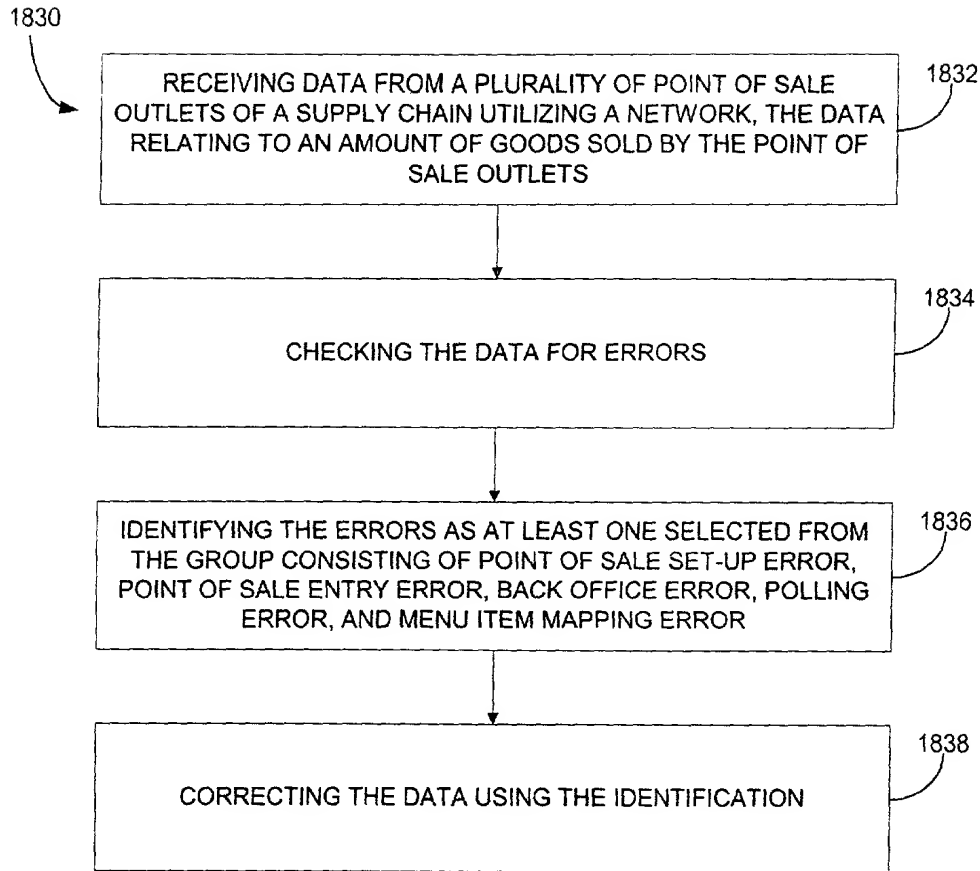
**FIG. 15**



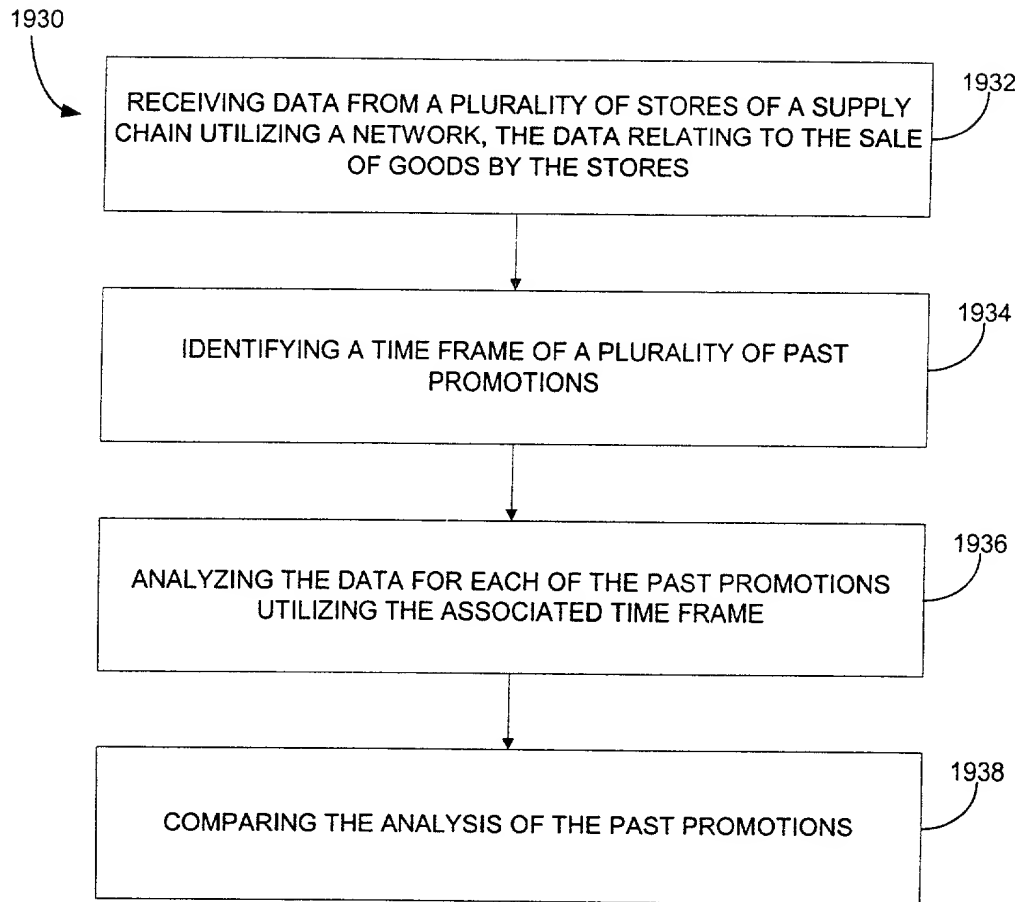
**FIG. 16**



**FIG. 17**



**FIG. 18**



**FIG. 19**



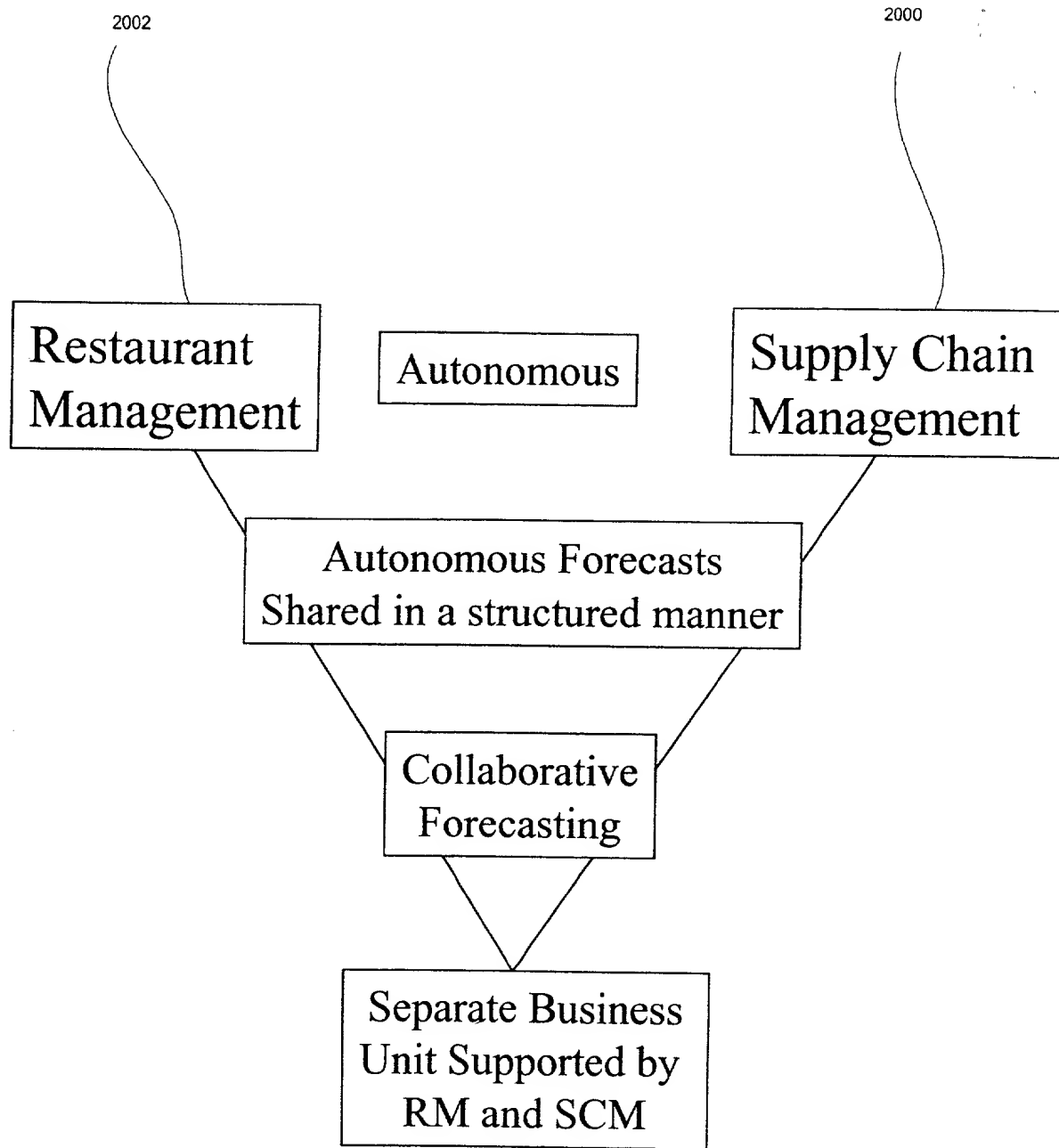


Fig. 20

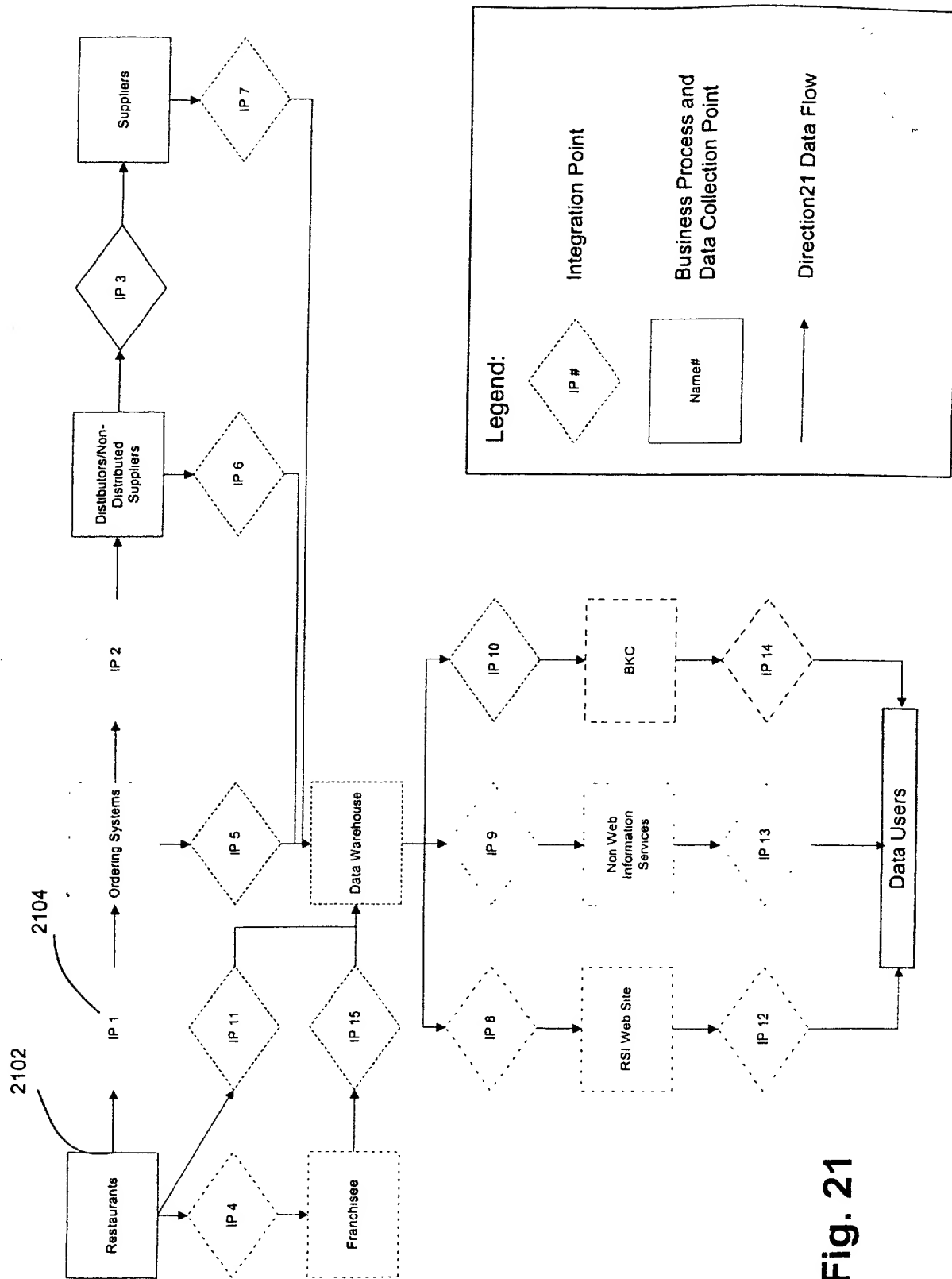


Fig. 21

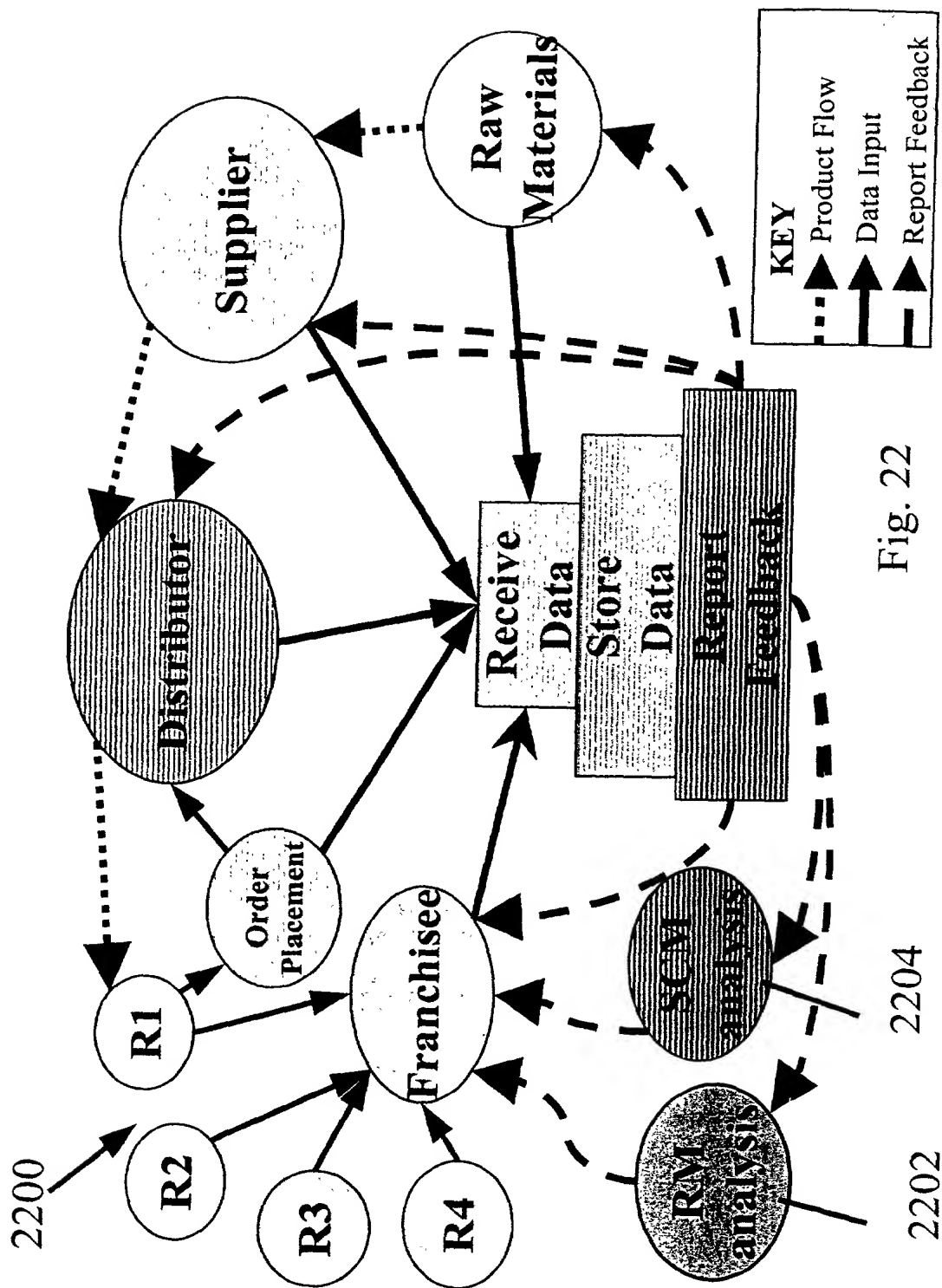
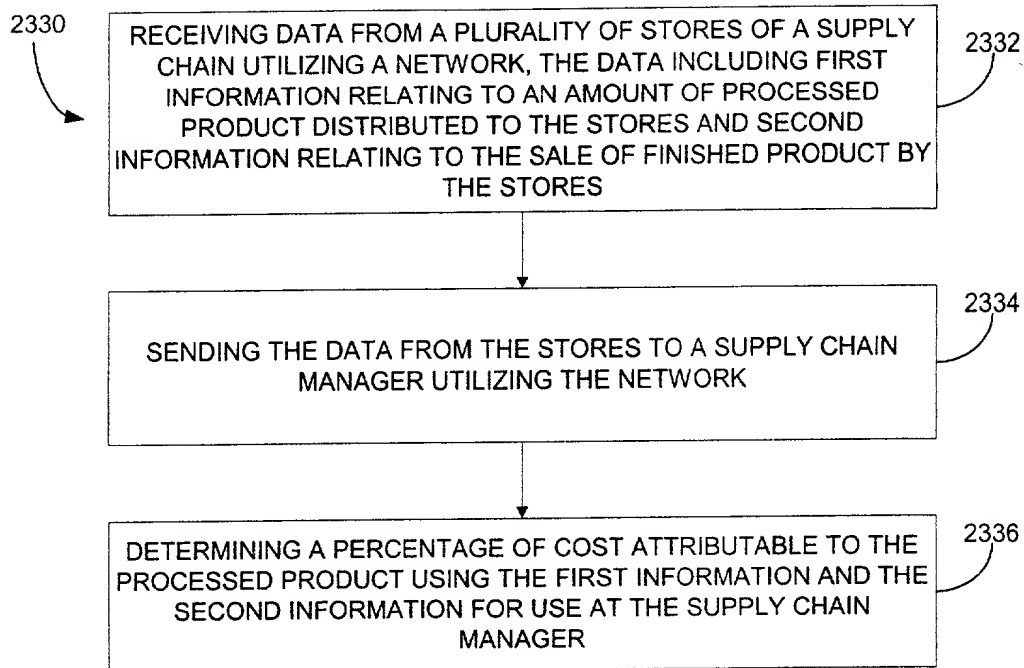


Fig. 22



**FIG. 23**

FIG. 24

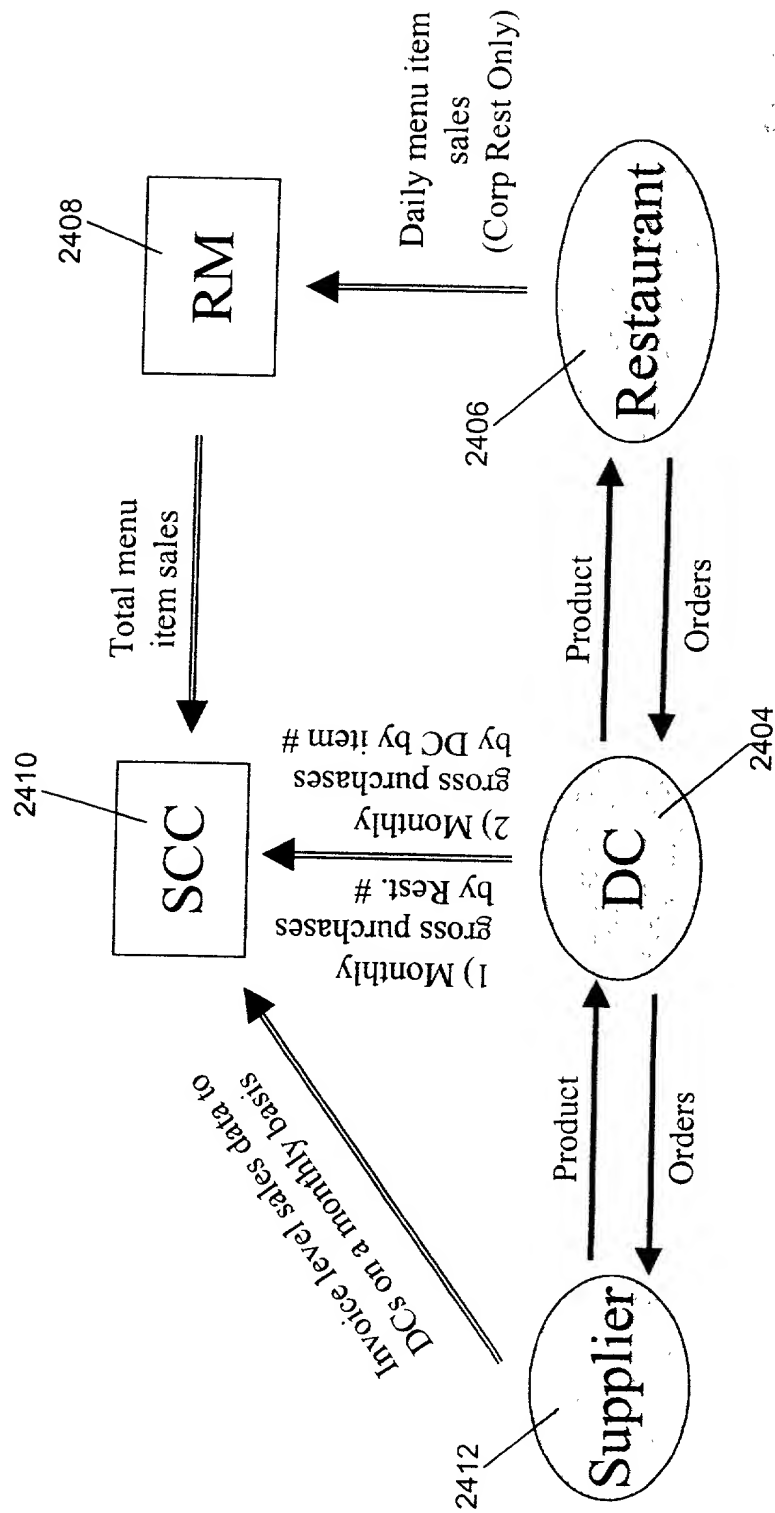
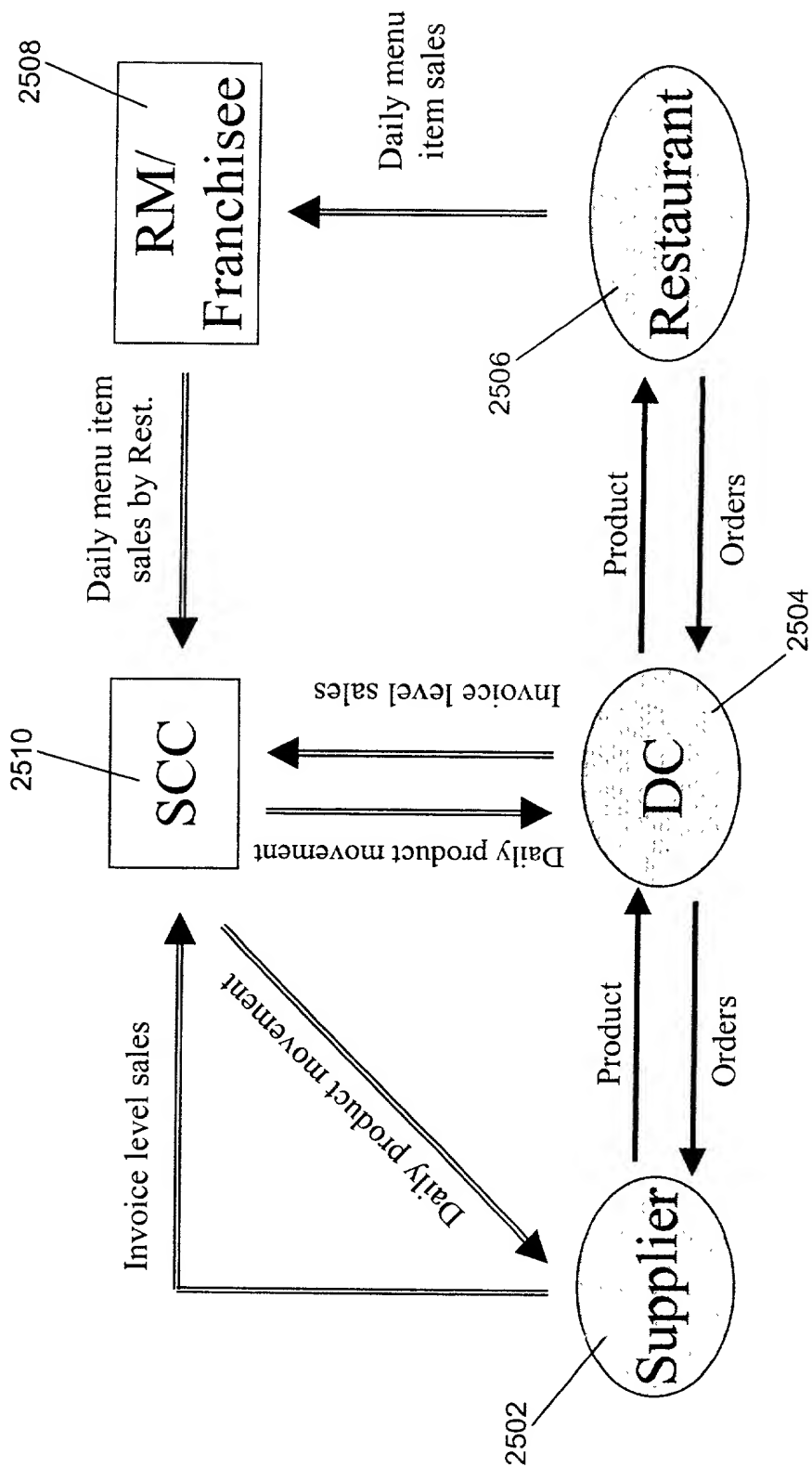


FIG. 25



**FIG. 26**

[illegible]

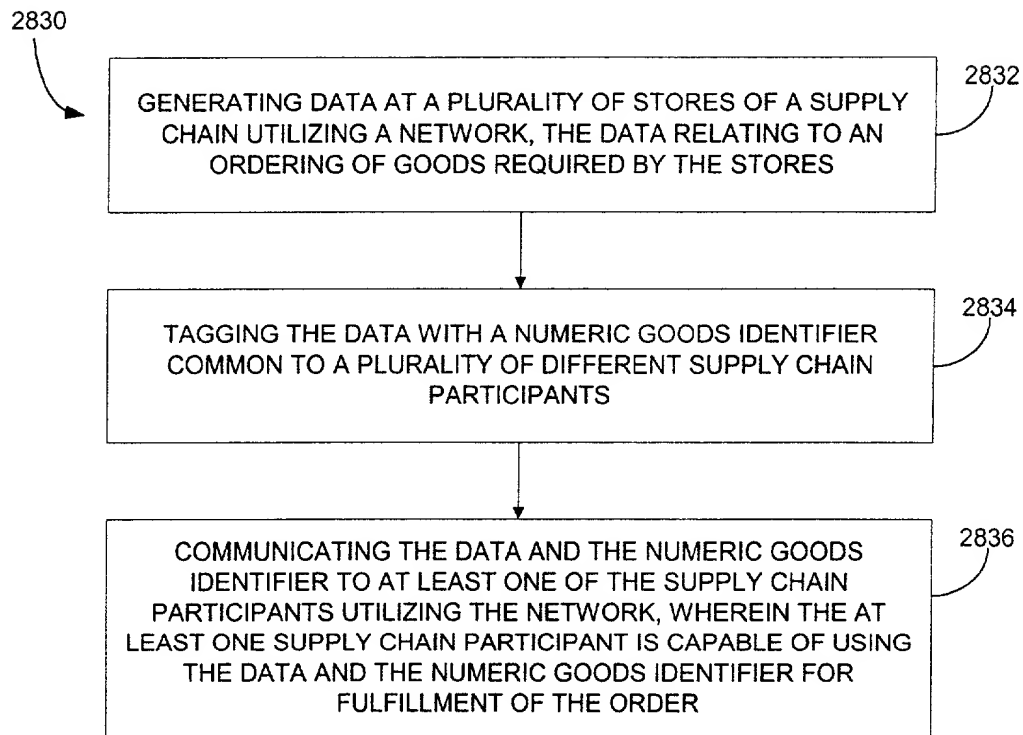
FIG. 27

2700

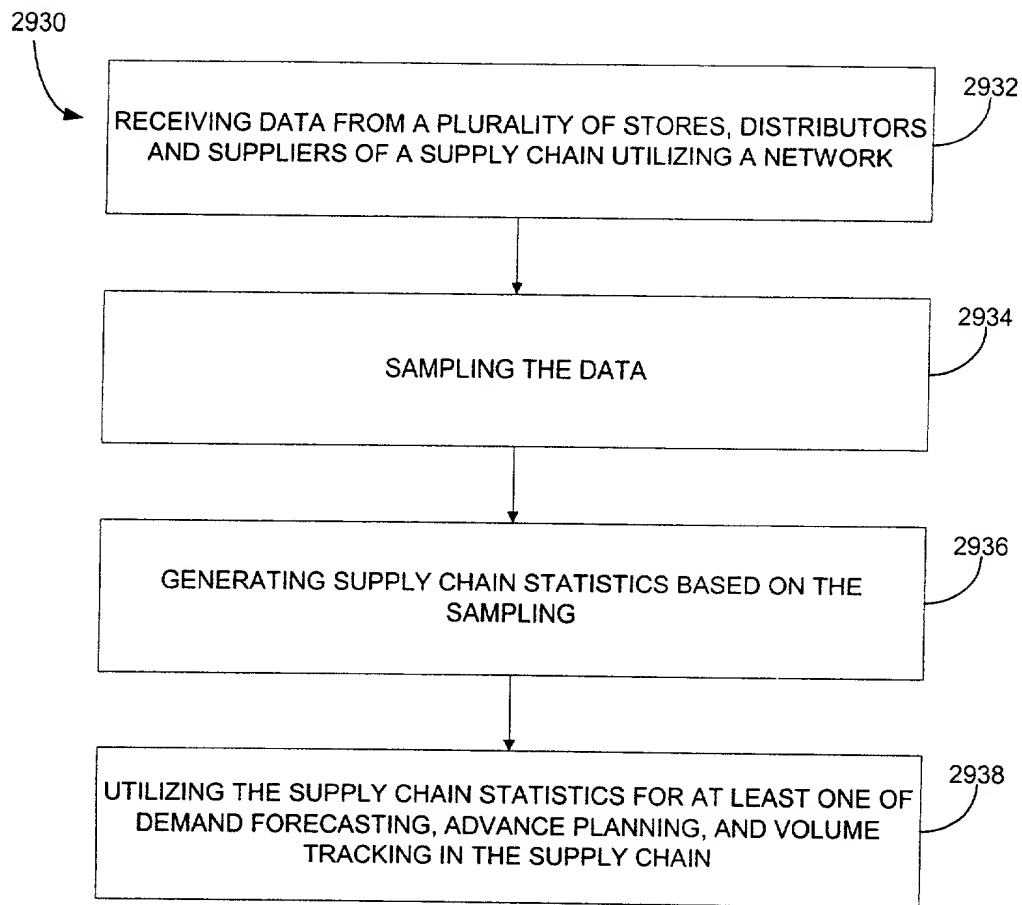
Promotional Monitor - System & Regional													
		History				Week #1							
		W-4	W-3	W-2	W-1	D+1	D+2	D+3	D+4	D+5	D+6	D+7	Total
Total Sales(\$/Store)		\$23,000	\$23,500	\$23,250	\$23,450	\$2,888	\$3,150	\$3,413	\$3,413	\$3,675	\$5,513	\$4,200	\$26,250
Menu Item Sales for Key Products(units/restaurant/week)													
Category	Segment												
Whopper	WHOPPERS	215	211	228	269	32	34	37	37	40	60	46	286
	WHOPPERS W/CHEESE	146	142	148	162	18	20	21	21	23	35	26	165
	YVWM WHOPPERS	699	679	714	813	94	103	111	111	120	180	137	857
Whopper Total		1,060	1,032	1,090	1,244	144	157	170	170	183	275	209	1,309
Variance from Expected (Highlighted Areas are Outside of Expected Range)													
Whopper	WHOPPERS	11.4%	-9.8%	-23.2%	-4.6%	2.3%	3.0%	1.0%	4.0%	11.0%	16.0%	8.0%	6.5%
	WHOPPERS W/CHEESE	8.1%	-8.4%	-24.5%	-5.8%	1.0%	4.0%	1.0%	4.0%	13.0%	14.0%	9.0%	6.6%
	YVWM WHOPPERS	12.2%	-10.7%	-22.5%	-1.9%	3.0%	3.0%	1.0%	5.0%	16.0%	19.0%	7.0%	7.7%
Whopper Total		10.6%	-9.6%	-23.4%	-4.1%	2.1%	3.3%	1.0%	4.3%	13.3%	16.3%	8.0%	6.9%

2702





**FIG. 28**



**FIG. 29**

3000

Time Period (Month/Yr):	Jun-00
-------------------------	--------

Total Cases Ordered:	65712
----------------------	-------

30023004

<b>Delivery Order Fill Rate:</b>	<b>97.52%</b>
----------------------------------	---------------

Total # of Deliveries:	1232
# of On-Time Deliveries:	
On-Time Delivery Rate:	0.00%

Total # of Deliveries:	1232
Total # of Perfect Orders:	725
Perfect Order Rate:	58.85%

3100

Alliant - Monthly DC Data Feed Performance  
August 2000  
Mock Report

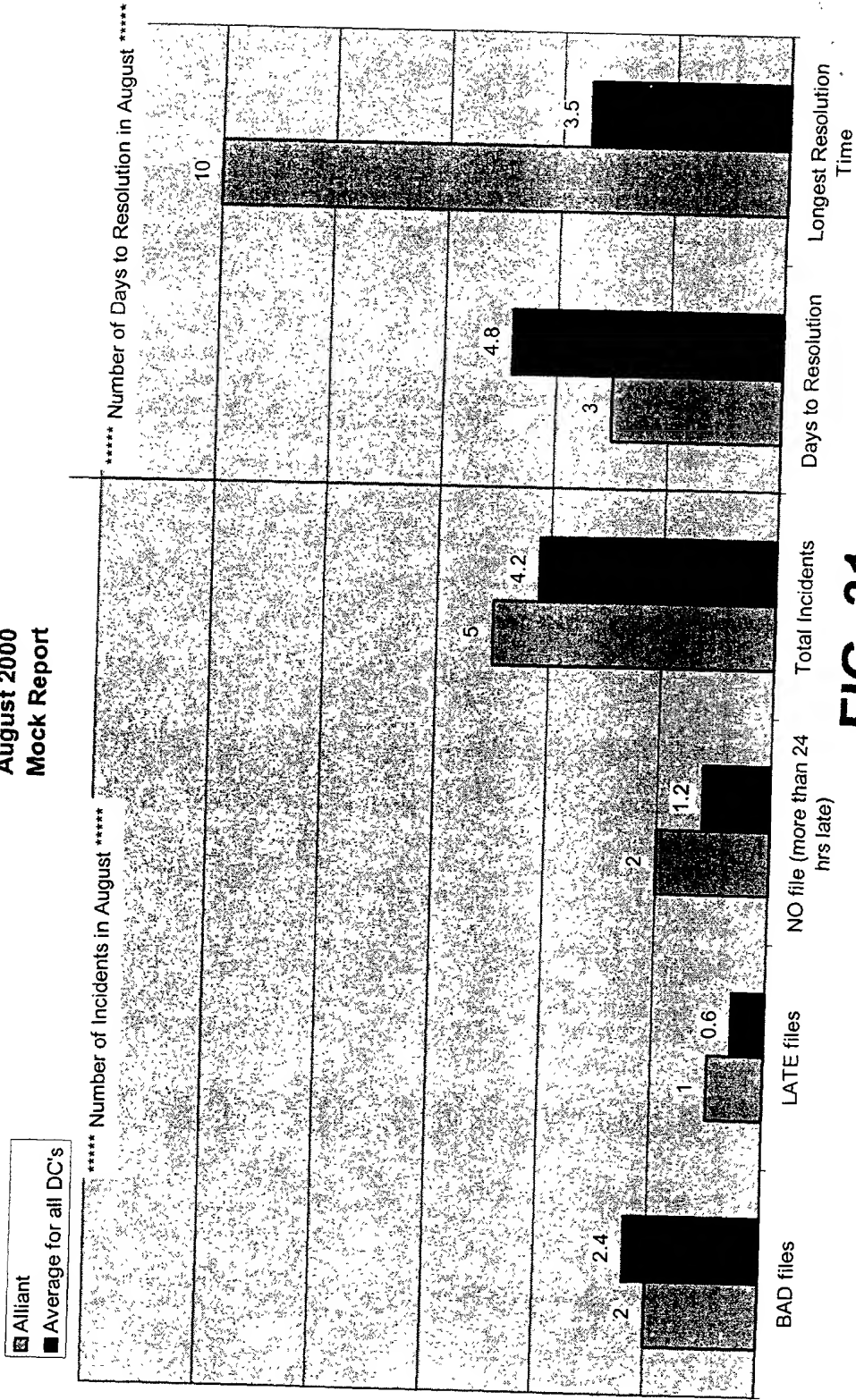


FIG. 31

3200



## Service Level Reporting August

	Fill Rate	On-Time	Perfect Order
Alliant-Paduach	99.14%		
Alliant-Topeka			
Alliant-Wixom	99.05%		
King-Atlanta	99.34%		78.70%
King-Jacksonville			
King-Louisville			
Maines 29, Conklin	99.41%		79.25%
Maines 30, Cleveland			
Maines Long Island	99.41%		
Maines New England			
MBM Fullerton	99.13%		79.83%
MBM Lewisville			#DIV/0!
MBM Orlando			#DIV/0!
MBM Rocky Mount	99.13%		#DIV/0!
McCabe's			#DIV/0!
McLane Lubbock	#DIV/0!	#DIV/0!	#DIV/0!
Nicholas & Co.			
PFD Supply	99.16%		
PFG Victoria	99.42%	#DIV/0!	
PYA/Monarch			
Reinhart-Cedar Rapids	99.20%		
Reinhart-Oak Creek	99.05%		
Reinhart-Rogers	99.31%		
Restaurants NW	99.03%		
Shamrock Commerce City	99.07%		60.47%
Shamrock Phoenix	99.85%		35.13%
Sigma Harrisburg	98.81%		
Sigma Stockton			
Sysco			

	Fill Rate	On - Time	Perfect Order
BKC Min	98.50%	90.00%	78.00%
RSI Min	99.50%	90.00%	80.00%

OK	Didn't meet RSI Min
	Didn't meet BK Min

**FIG. 32**

FIG. 33

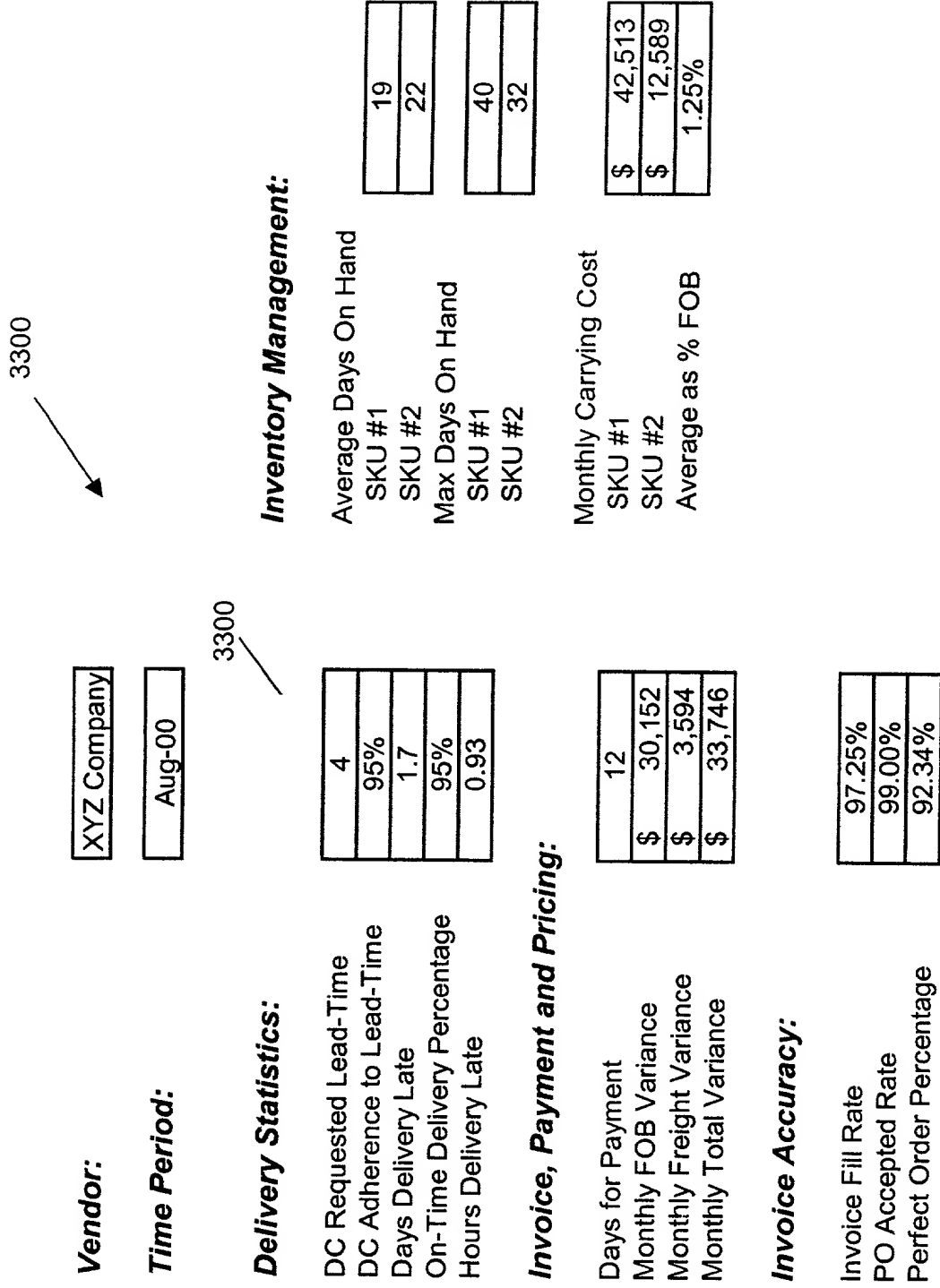
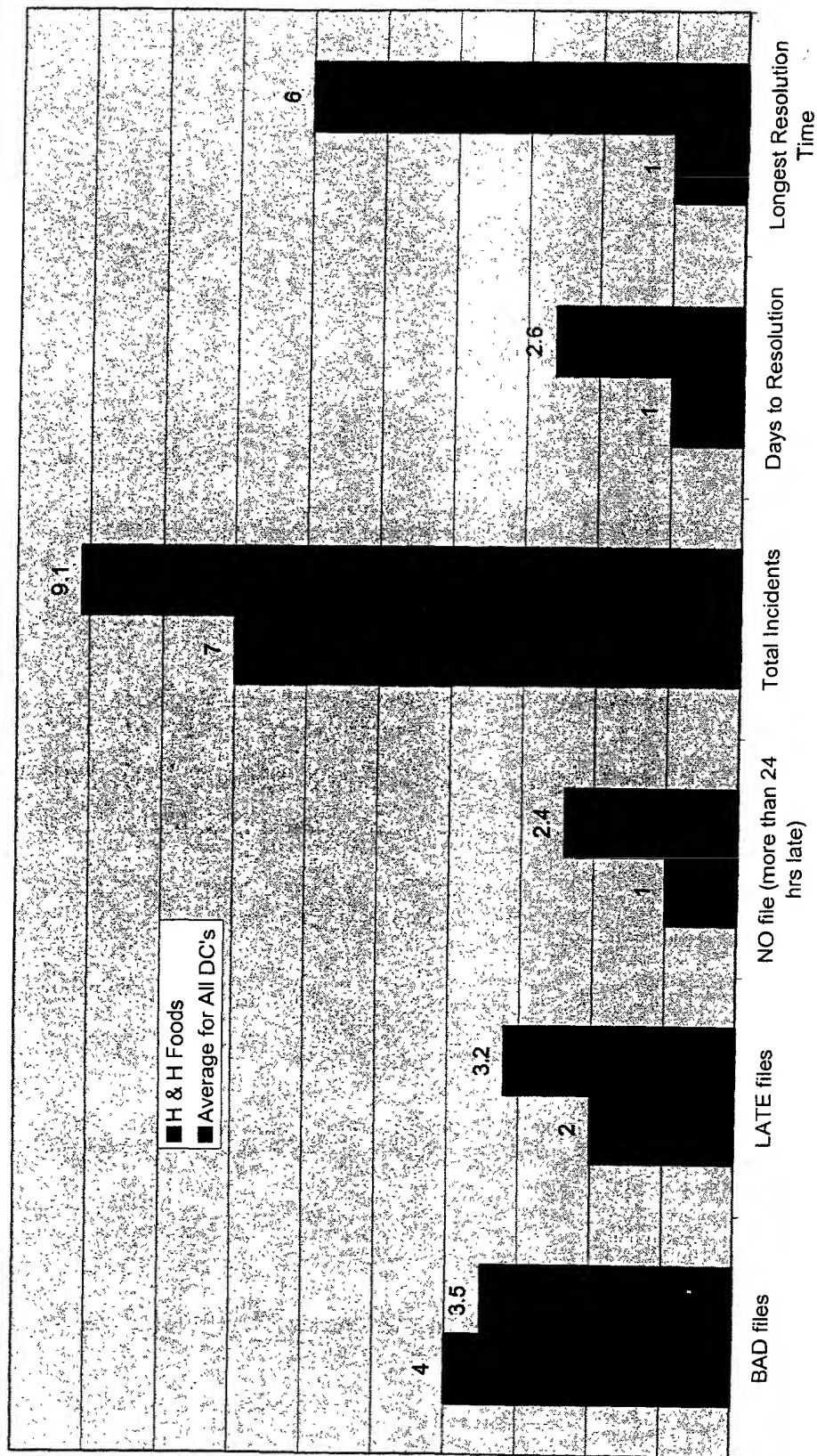


FIG. 34

H & H Foods - Monthly Supplier Data Feed Performance  
August 2000  
Mock Report

3400 →





3500

FIG. 35

# Service Level Reporting November - Mock Report

	Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
GOODIES			
COMARK INSTRUMENTS, INC.			
WHITEFORD FOODS, INC.			
LEPAGE BAKERY / COUNTRY KITCHEN			
NCR-SYSTEMEDIA			
SIGNATURE MEATS GROUP			
SCHWEBEL'S BAKING CO.			
MAUI CUP			
MIRA PLASTICS			
DIXIE PRODUCE & PACKAGING			
NOR-LAKE, INC.			
FORT JAMES OPERATING COMPANY			
FRESH ADVANTAGE, KG			
SILVER KING - MN - CORP.			
TYSON FOODS			
READY ACCESS			
GEORGIA PACIFIC TISSUE			
CLOUGHERTY PACKING			
BEVERAGE - AIR			
COMPONENT HARDWARE GROUP, INC.			
COCA - COLA USA			
TOASTMASTER			
GRANT COUNTY FOODS			
FRESH EXPRESS			
TAYLOR FARMS			
MODULAR DISPENSING SYSTEM			
CENTURY PRODUCTS, LLC			
ROSE PACKING COMPANY			

	Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
RSI Min	\$5,000.00	92.00%	3.00%

OK
Didn't meet RSI Min.



3600

# Mock Report/1

FY 01	Oct-00	Nov-00	Dec-00	Jan-01	Feb-01	Mar-01	Apr-01	May-01
-------	--------	--------	--------	--------	--------	--------	--------	--------

## Food Cost Index

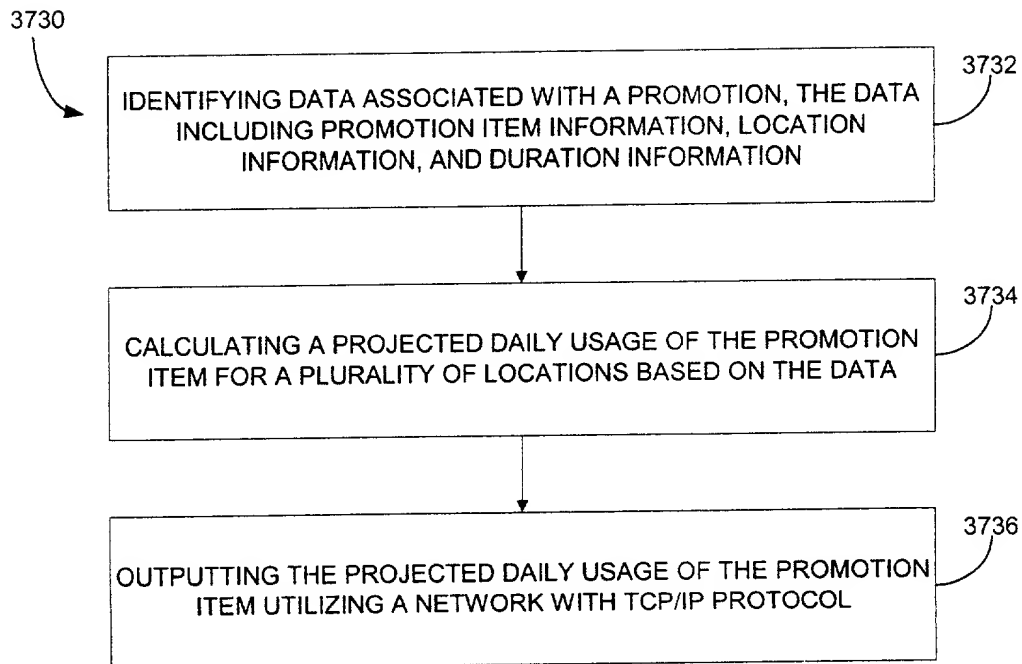
Plan	99.75							
Actual	99.69	99.20	98.63	100.33	100.49	101.12	100.44	99.92
Variance	99.10	98.90						
Good/(Bad)	0.59	0.30						

## Total Dollar Purchases (in Millions) /2

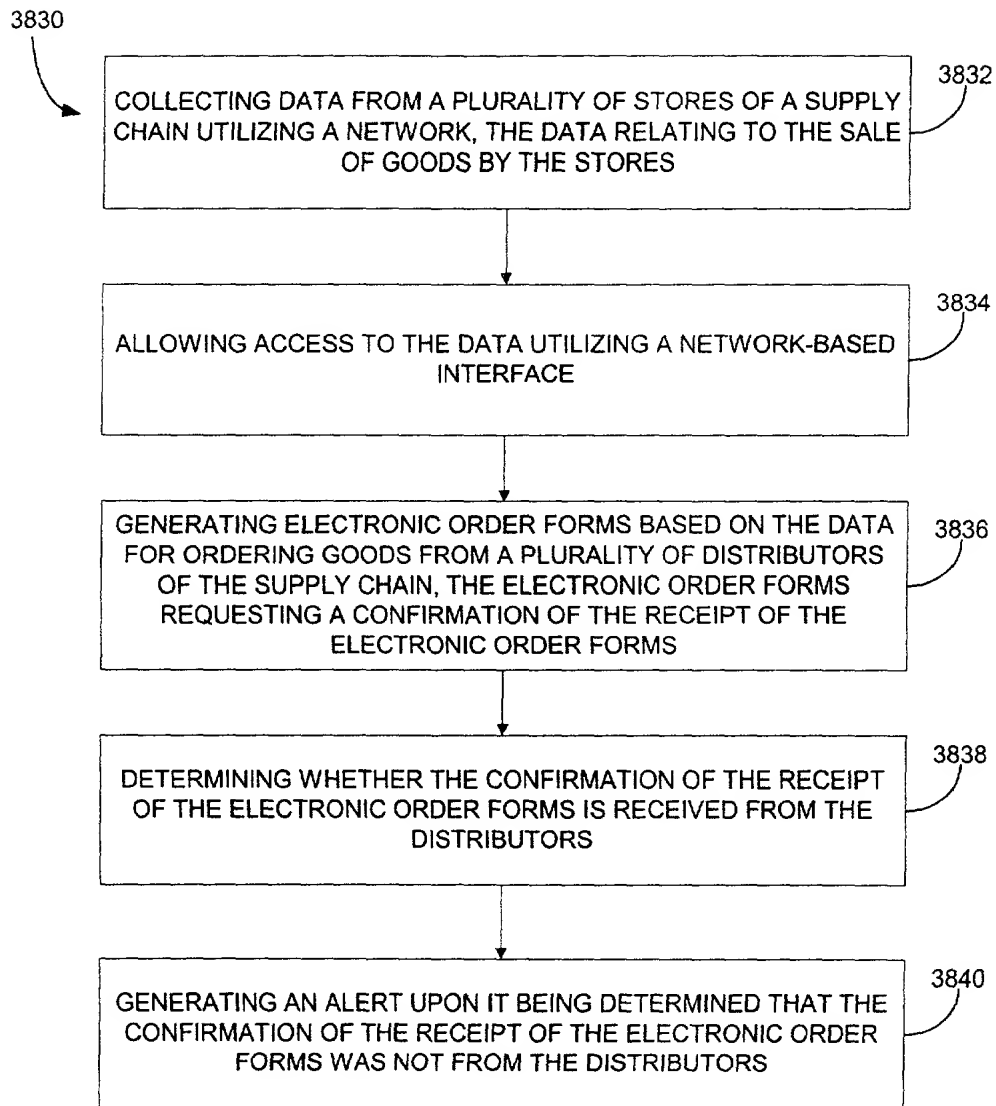
Plan	\$2,237.24	\$182.73	\$184.54	\$187.33	\$187.03	\$189.14	\$187.47	\$186.83
Actual		\$182.08						
Variance		\$1.14						
Good/(Bad)		0.6%						
		\$0.65						
		0.4%						

/1 Includes on food cost index items.  
/2 Based on FY 99 Sales Volumes

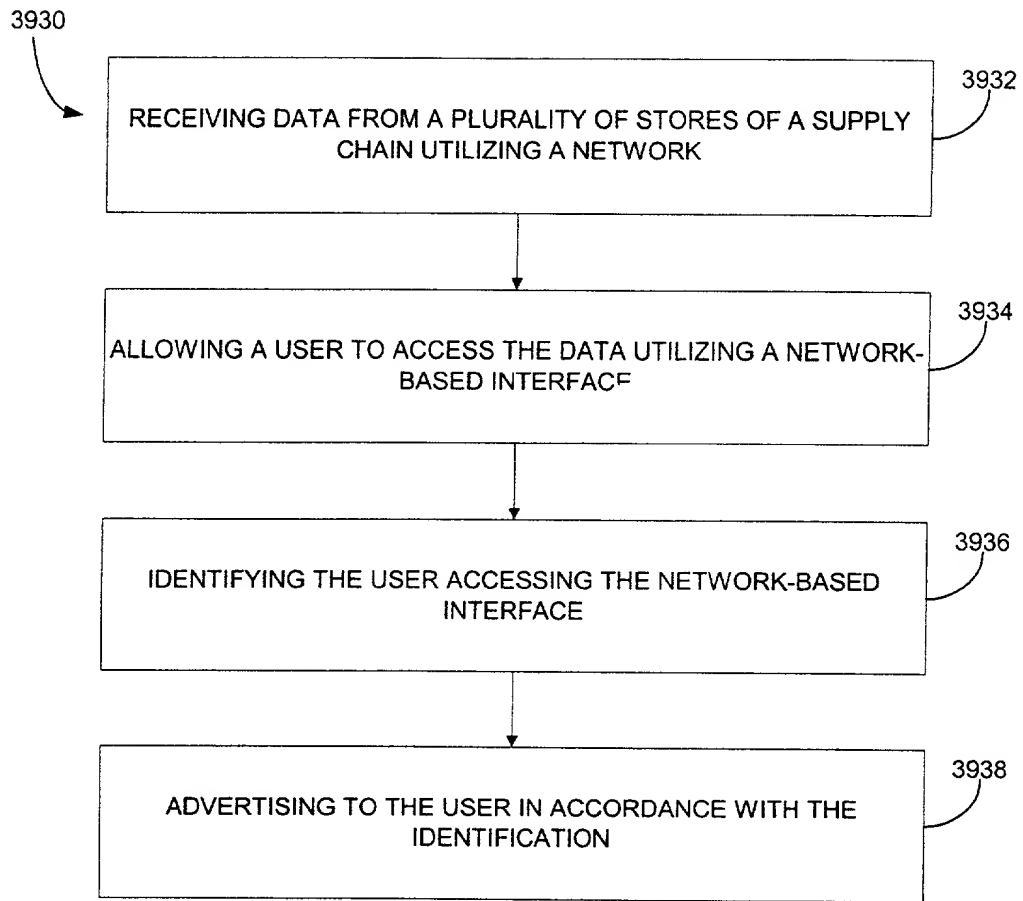
FIG. 36



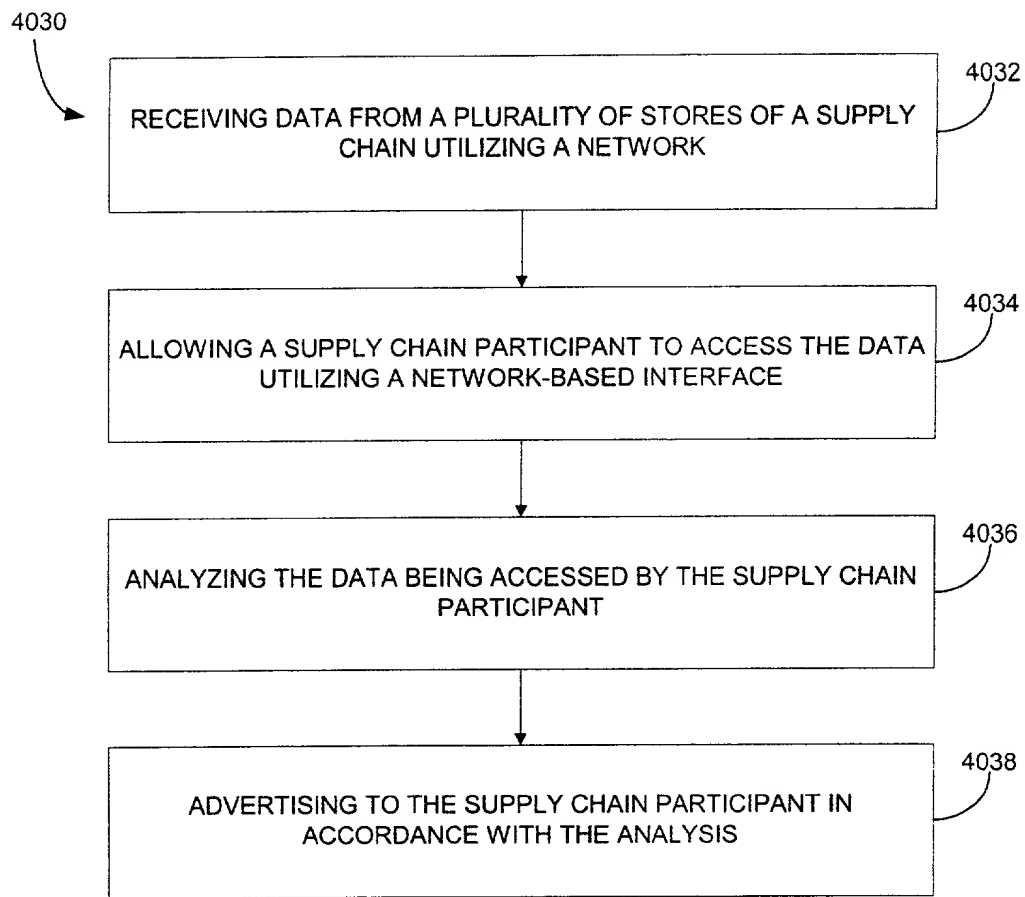
**FIG. 37**



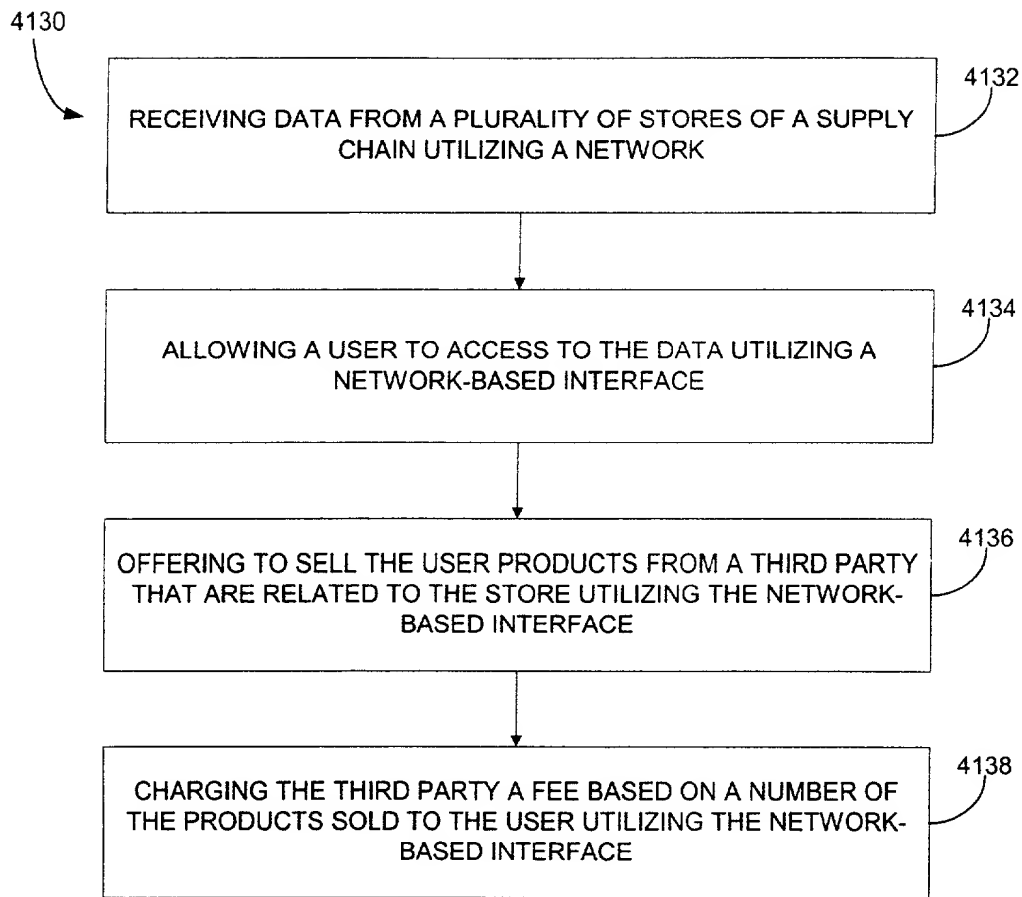
**FIG. 38**



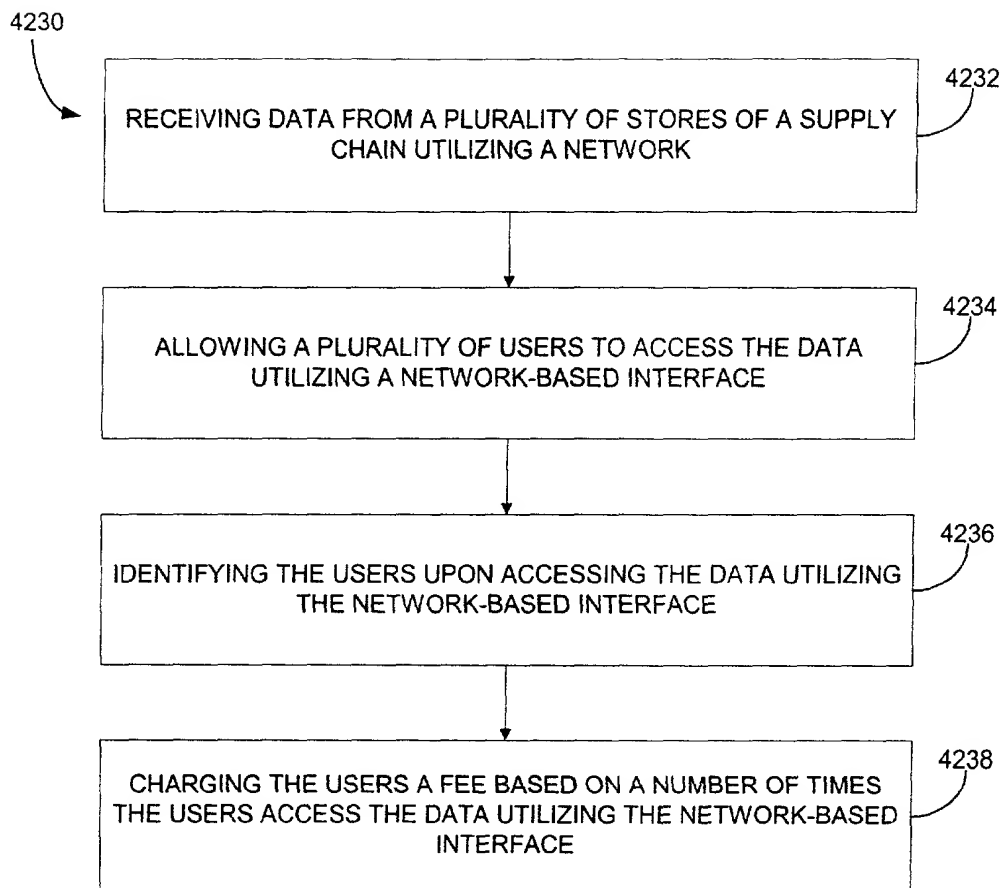
**FIG. 39**



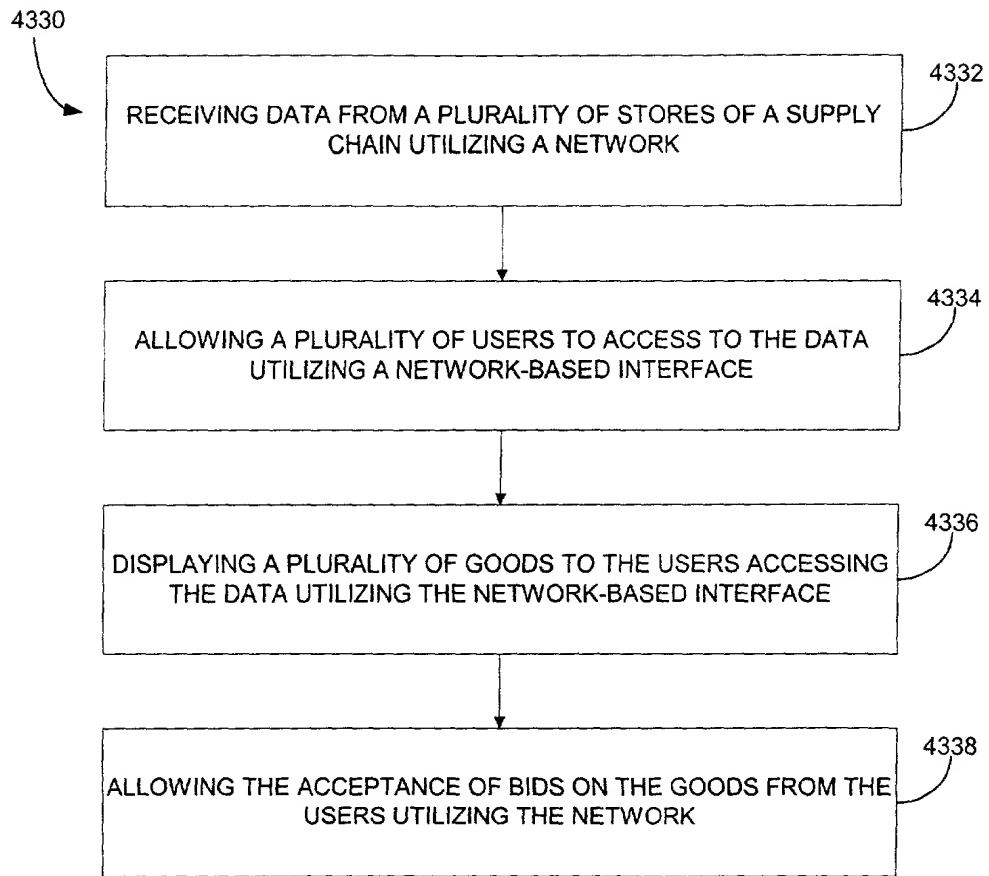
**FIG. 40**



**FIG. 41**

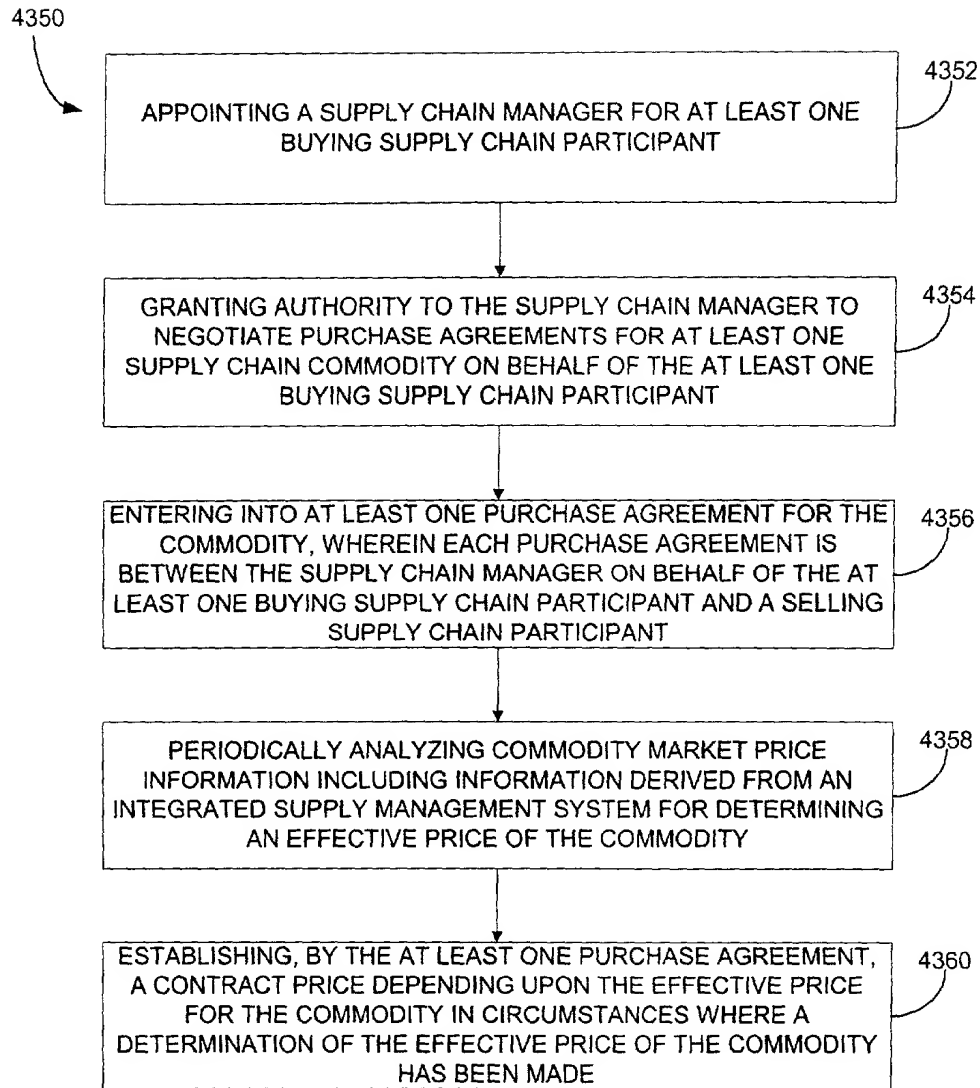


**FIG. 42**

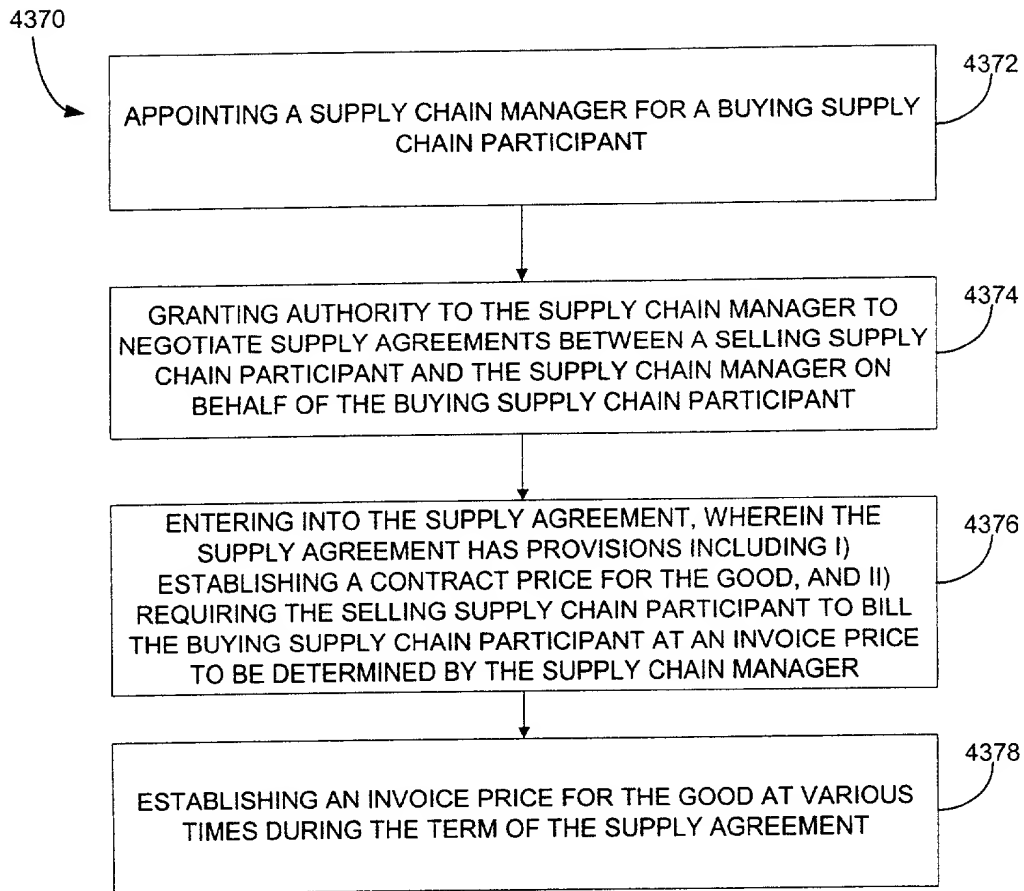


**FIG. 43A**

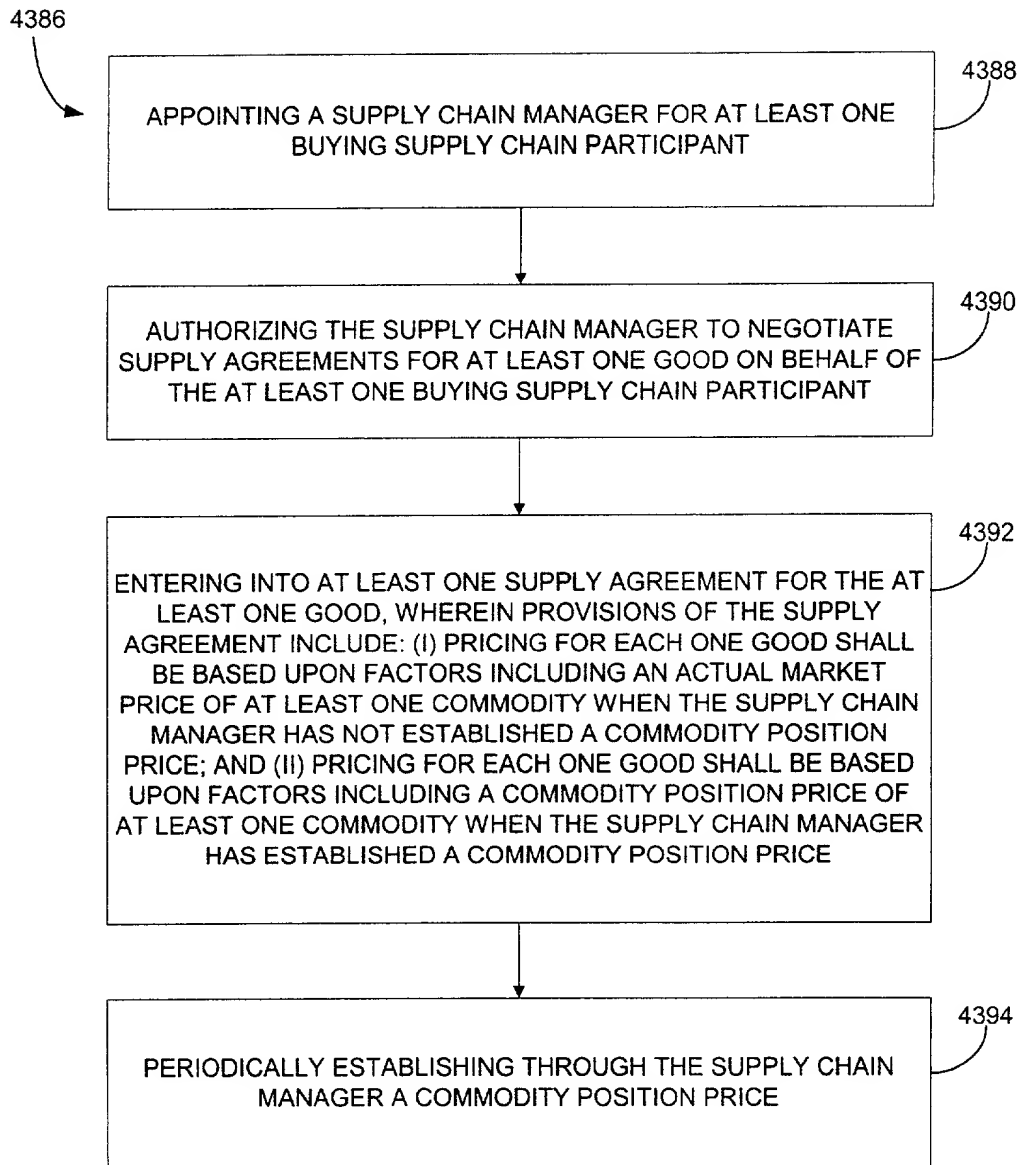




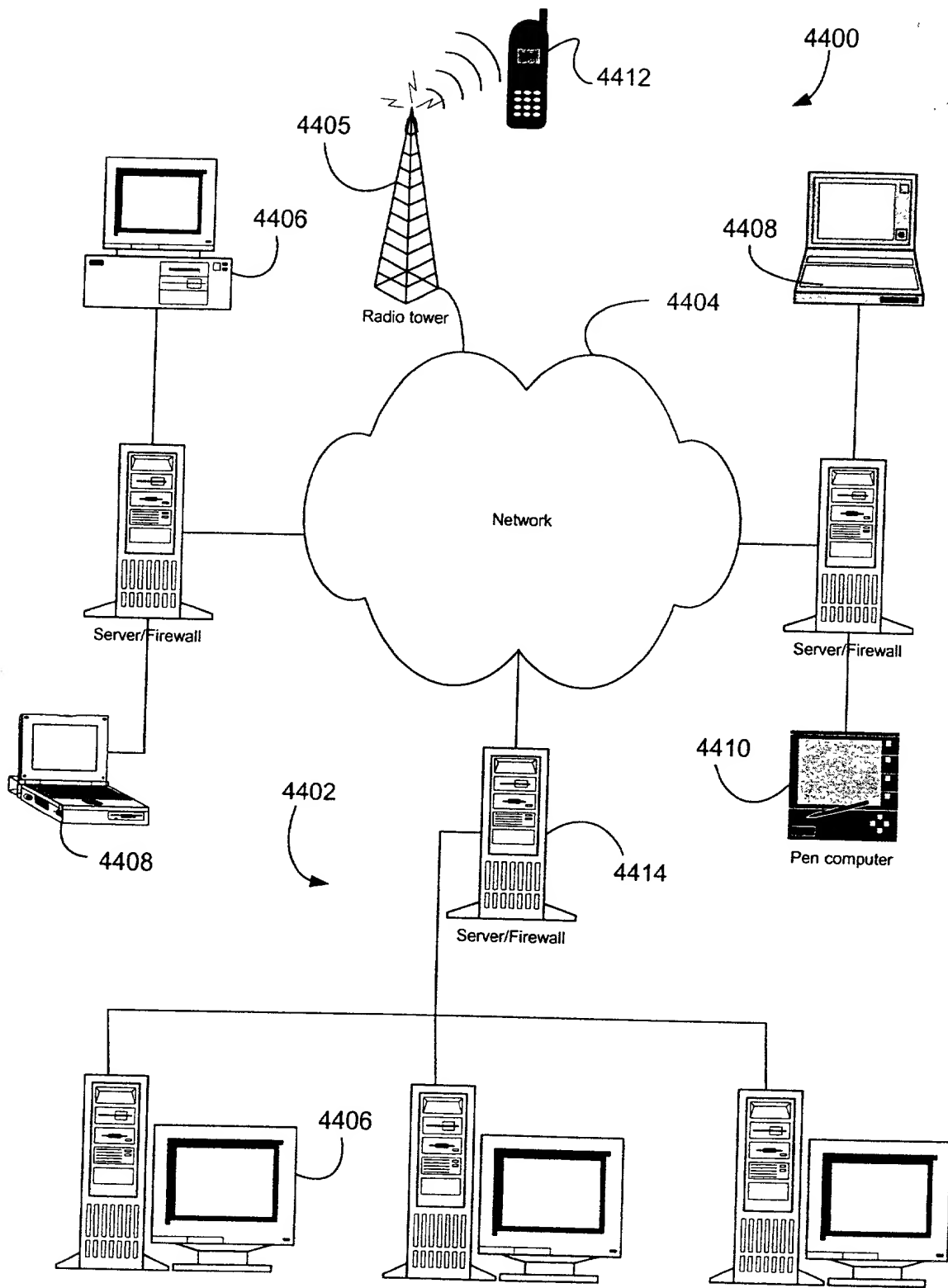
**FIG. 43B**



**FIG. 43C**



**FIG. 43D**



**FIG. 44**

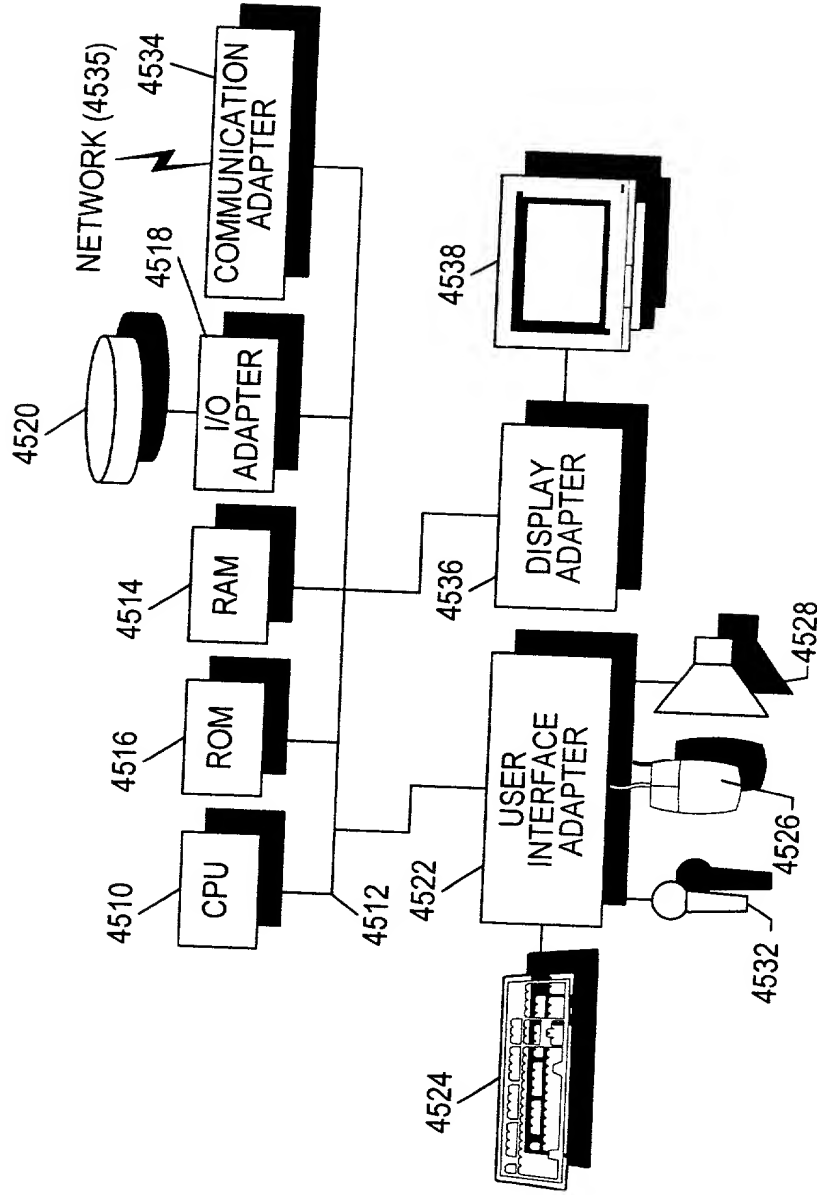
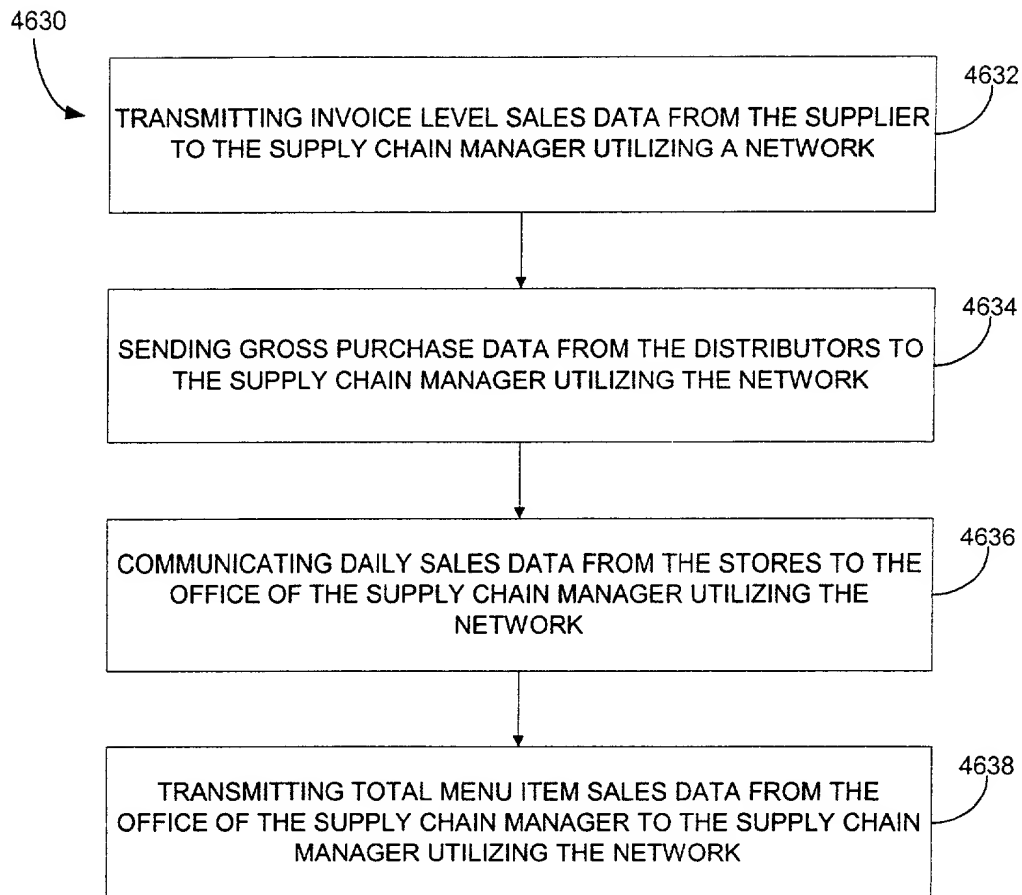
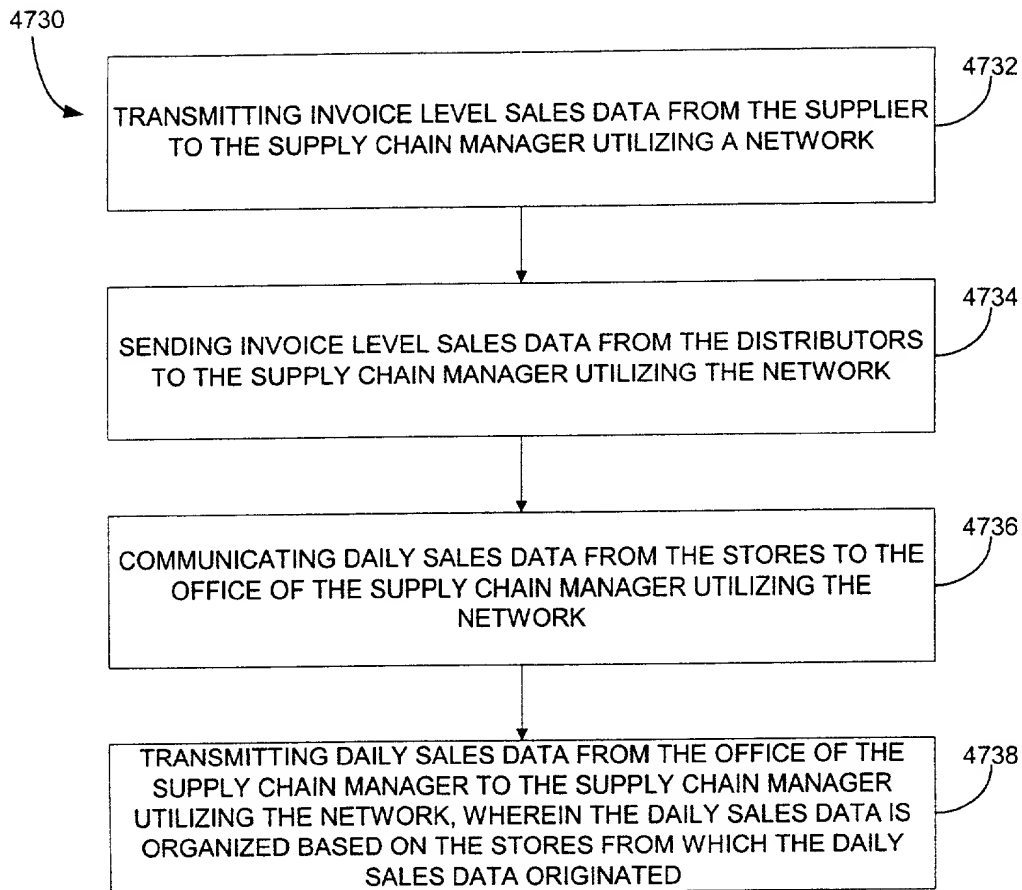


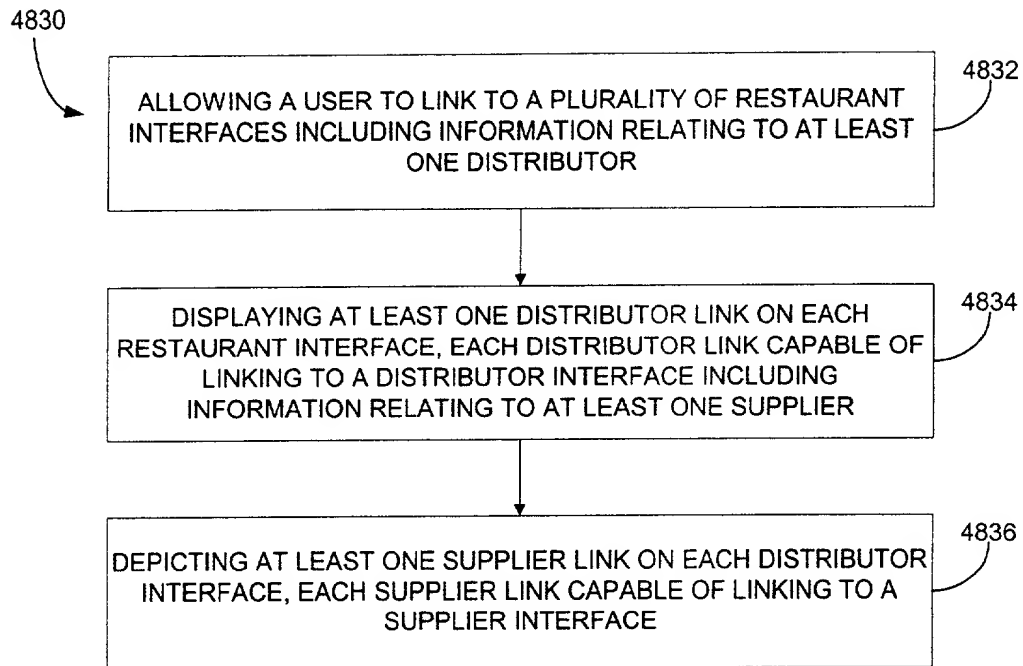
FIG. 45



**FIG. 46**



**FIG. 47**



**FIG. 48**





**Restaurant Services, Inc.**

**BURGER KING® System Independent Purchasing & Distribution Service Co-op**

User Name

**Password**

franchisee

XXXXXX

**Enter Site**

**Click For Help**

4902



## About RSI

4904

Restaurant Services, Inc. (RSI) is an independent member-owned purchasing cooperative serving BURGER KING® restaurant owners in the United States.

4900

RSI was founded in 1991 as the exclusive purchasing agent for the vast majority of products used by the U. S. BURGER KING system. Its primary purpose is to leverage the buying power of BURGER KING restaurants to achieve favorable contracts for food, packaging, premiums, promotion products, supplies, equipment, distribution and related services on behalf of more than 8,300 restaurants.

RSI's Board of Directors is comprised of BURGER KING franchisees, elected by region, one Burger King Corporation representative and one member appointed by the Minority Franchise Association. The cooperative maintains a close working relationship with Burger King Corporation, with respective roles and responsibilities outlined in a formal Operating Agreement.

RSI works closely with restaurant owners, Burger King Corporation, food and packaging suppliers, marketing agencies, equipment vendors, distributors and information systems providers to streamline and improve the supply chain efficiency

## Contact Information

### Map/Directions

## General Information

### Legal Information

**More About PSI**

नाम

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**FIG. 49**

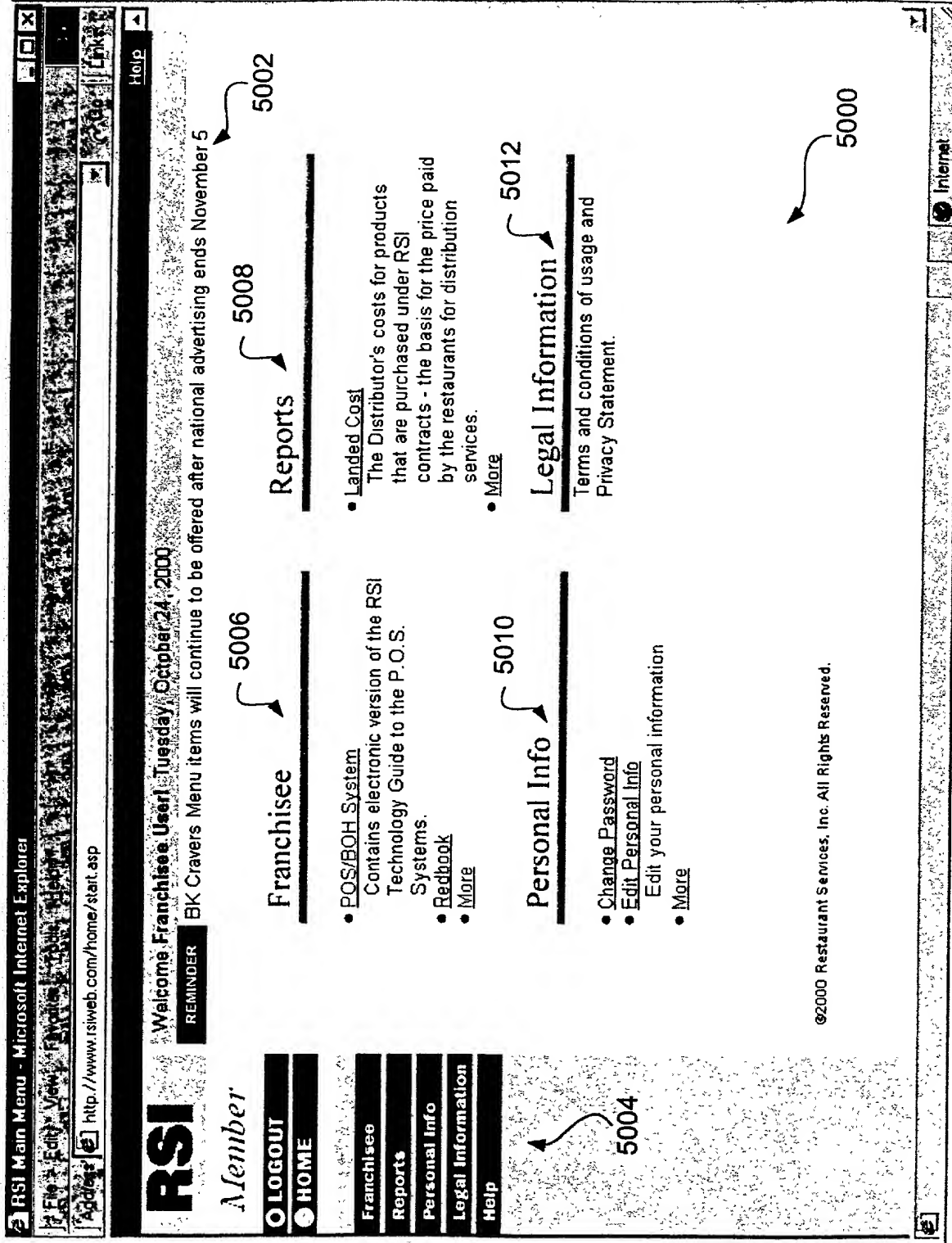
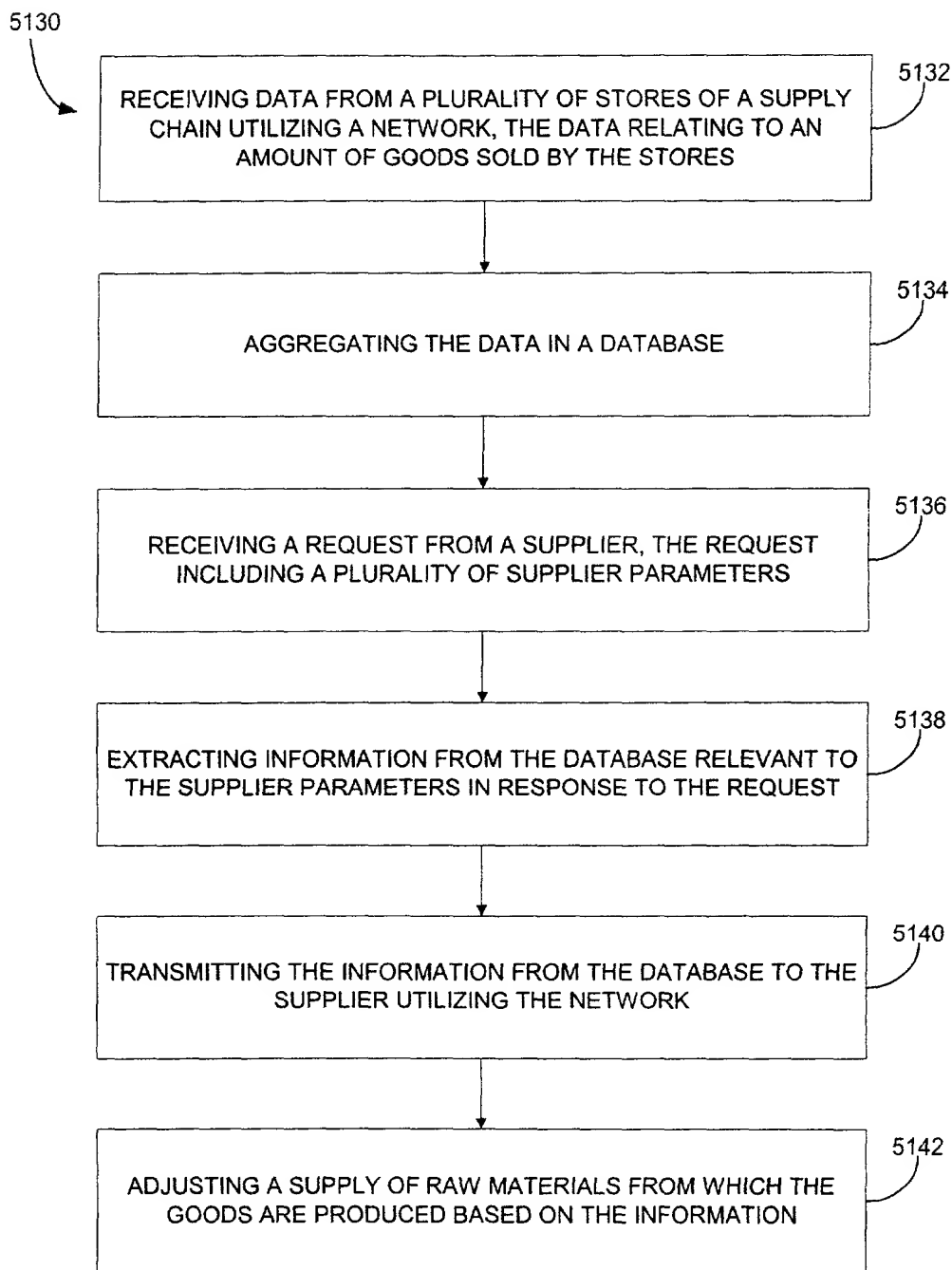
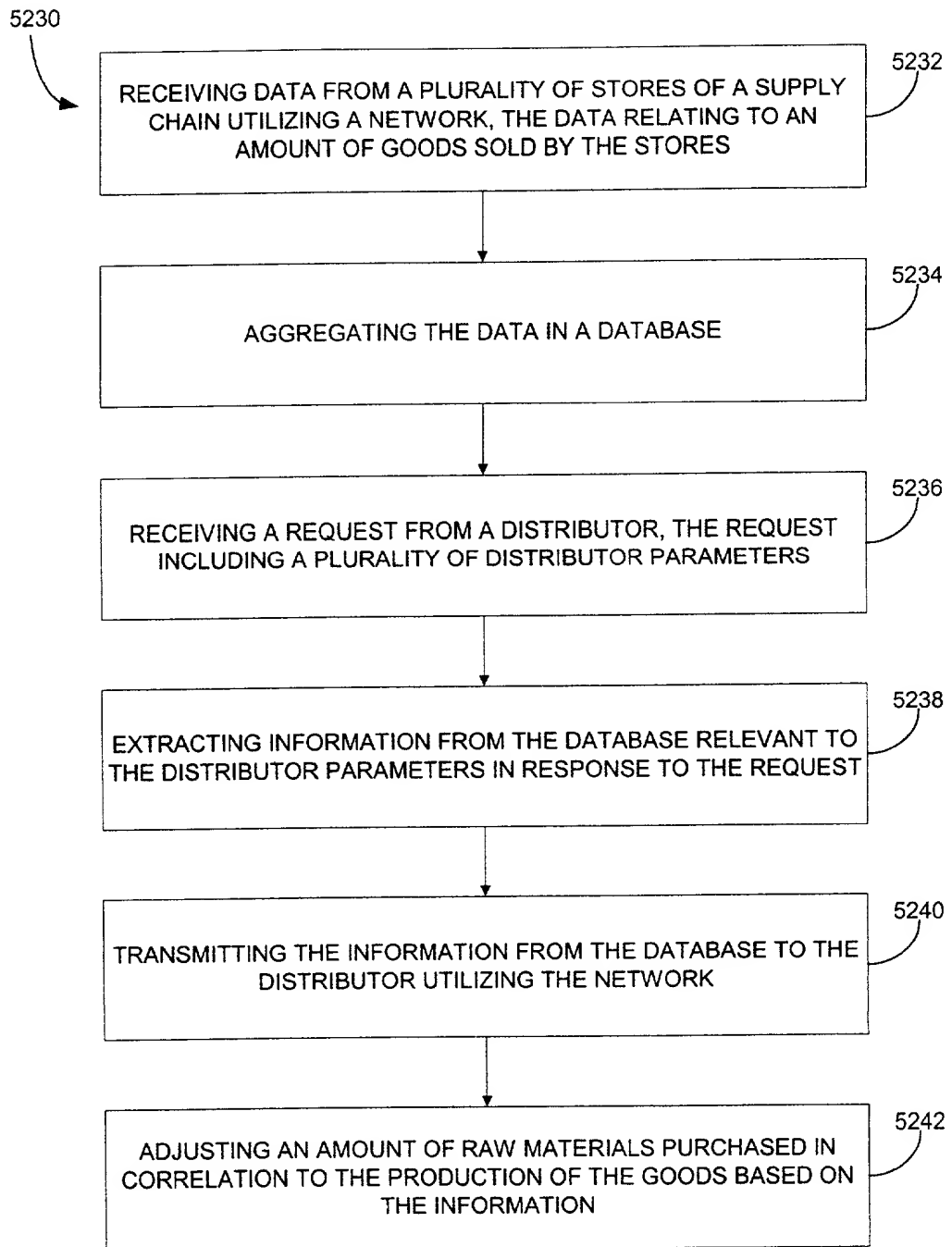


FIG. 50



**FIG. 51**



**FIG. 52**

10/24/2000 12:15:18 PM

POS Implied Daily Usage - Distributor - Microsoft Internet Explorer

Printer Friendly Version

5300

POS Implied Daily Usage - Distributor  
Tuesday, October 24, 2000

Distribution Company: REINHART FOODSERVICE  
Distribution Center: REINHART - CEDAR RAPIDS, IA

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DC Item No	Item Description	% Chg 14 Day Avg	14 Day Rolling Total Cases														Week Ending Total					
			10/20	10/21	10/22	10/23	10/24	10/25	10/26	10/27	10/28	10/29	10/30	10/31	11/01	10/24	10/25	10/26	10/27	10/28	10/29	
Number of Restaurants Served by DC																						
18096	SAUCE: BBQ BULK BULLSEYE	0.00%	13	21	23	18	19	14	14	14	10	14	13	14	21	21	16	13	13	109	80	72
20798	MUSTARD: BULK BK	0.00%																		110	104	100
24340	MAYONNAISE: BULK BK	0.00%	134	107	211	173	155	154	153	150	200	206	175	155	151					1184	1148	1142
24686	STRAW WRAPPED 7.75" BK	0.00%																		189	176	178
26318	FORK: WRAPPED BULK BK	0.00%	10	11	12	10	9	8	9	11	12	11	10	9	9					70	71	68
26452	KNIFE: WRAPPED BULK BK	0.00%	3	3	3	3	2	2	2	2	3	3	3	2	2					18	15	9
27692	KETCHUP: BULK BAG IN BOX	0.00%	89	134	142	115	104	102	101	100	139	139	115	105	102					798	771	776
27690	KETCHUP: PACKETS 10g BK	0.00%	127	194	205	180	143	142	139	144	197	197	180	142	140					1112	1070	1078

Internet

FIG. 53

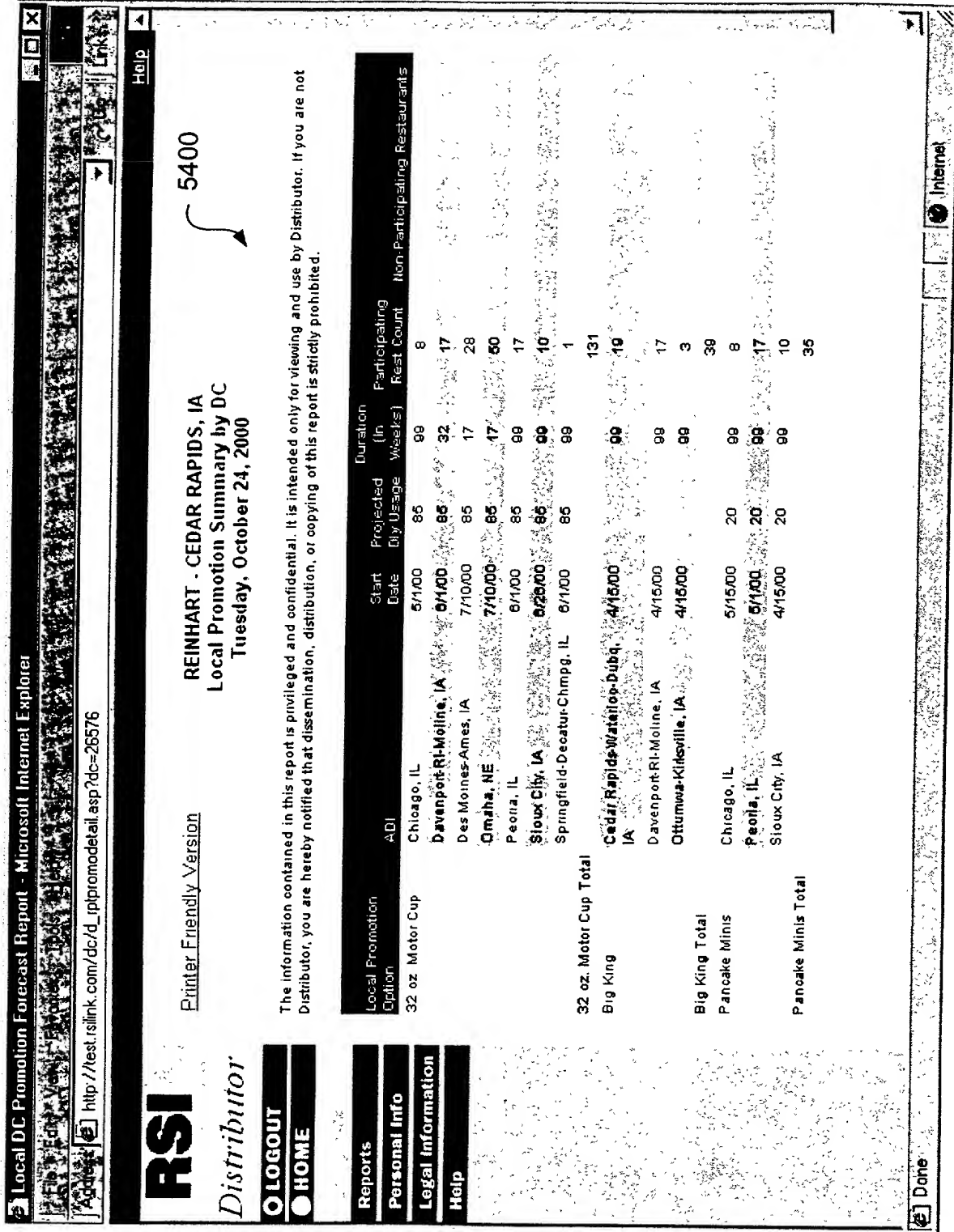
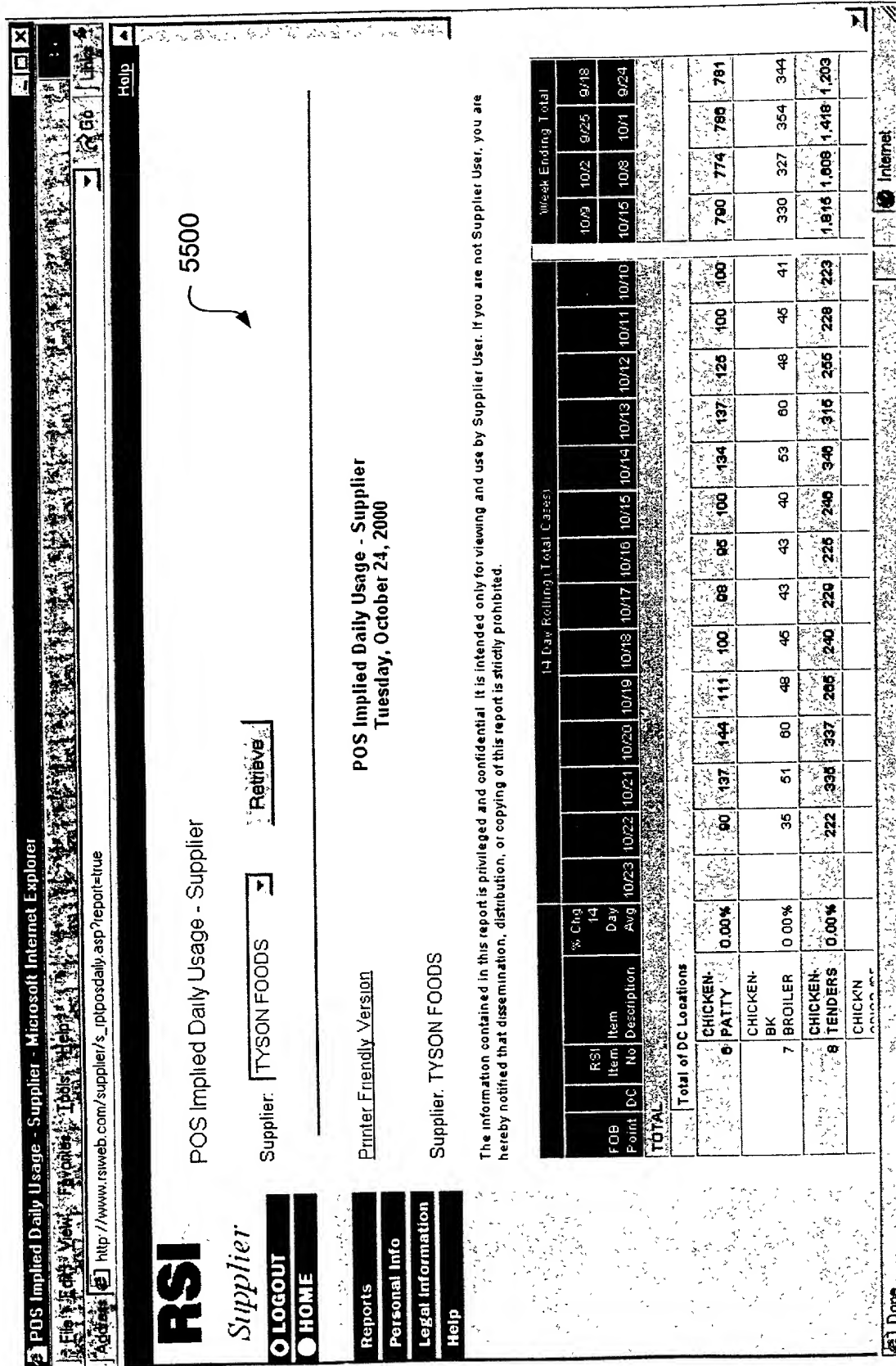


FIG. 54

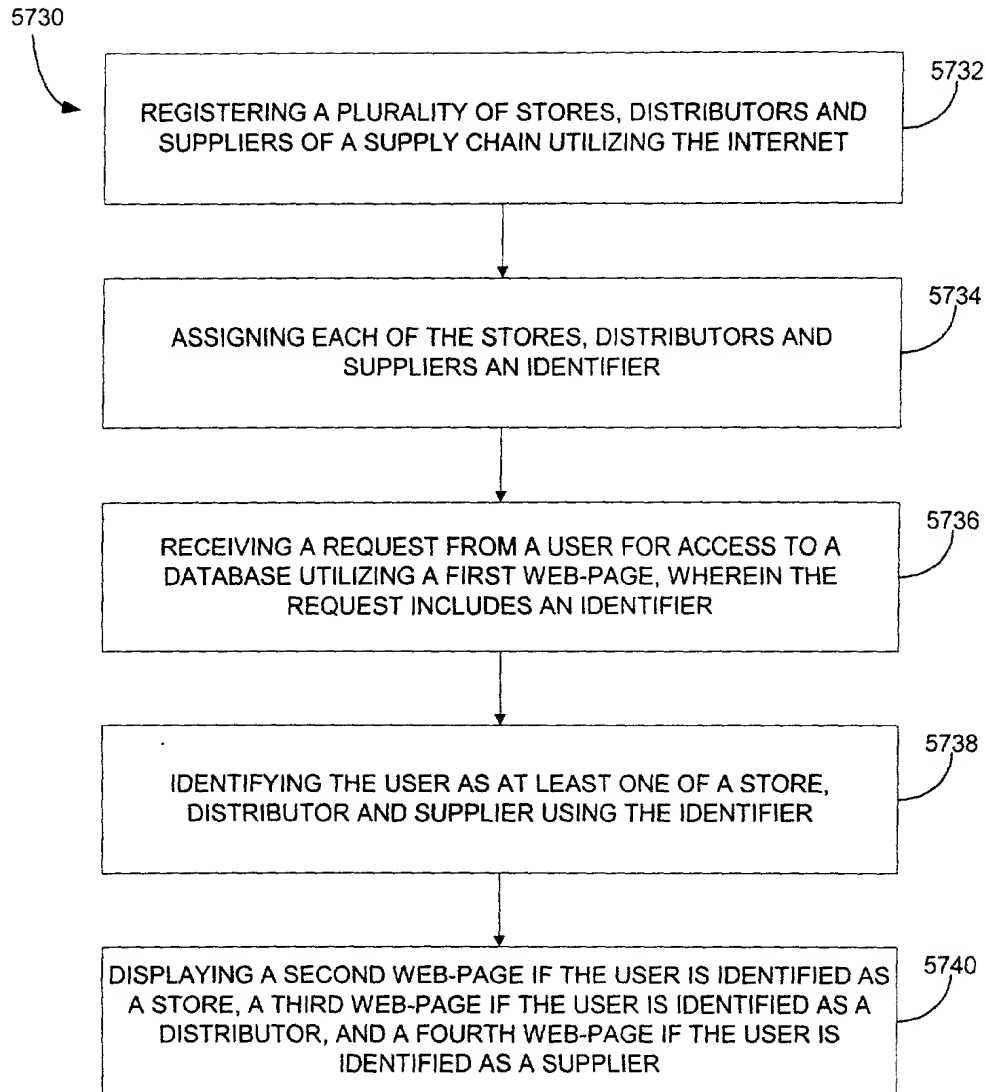


**FIG. 55**

DC Item No	RSI Item No	RSI Item Description	DC Cost	Markup	Rest Cost
10340	4439	REGISTER TAPE THERMAL 2.25" X 105'	\$21.27	\$1.57	\$22.84
12880	3586	SUGAR SUBSTITUTE-PINK PKT 2000 CT	\$5.87	\$1.57	\$7.44
18986	360	SAUCE-BULK-KRAFTBULLSEYE	\$24.48	\$1.57	\$26.05
19432	4473	COFFEE-FOLGERS REGULAR	\$44.50	\$1.57	\$46.07
20768	67	MUSTARD-BULK-3 GAL	\$6.45	\$1.57	\$8.02
20940	4281	WRAP-LOCAL OPTION	\$29.78	\$1.57	\$31.35
24340	66	SAUCE-BULK MAYONNAISE	\$7.61	\$1.57	\$9.38
24600	4270	WATER-ICE MOUNTAIN 5L	\$6.41	\$1.57	\$7.98
				Internet	

**FIG. 56**





**FIG. 57**

FIG. 58

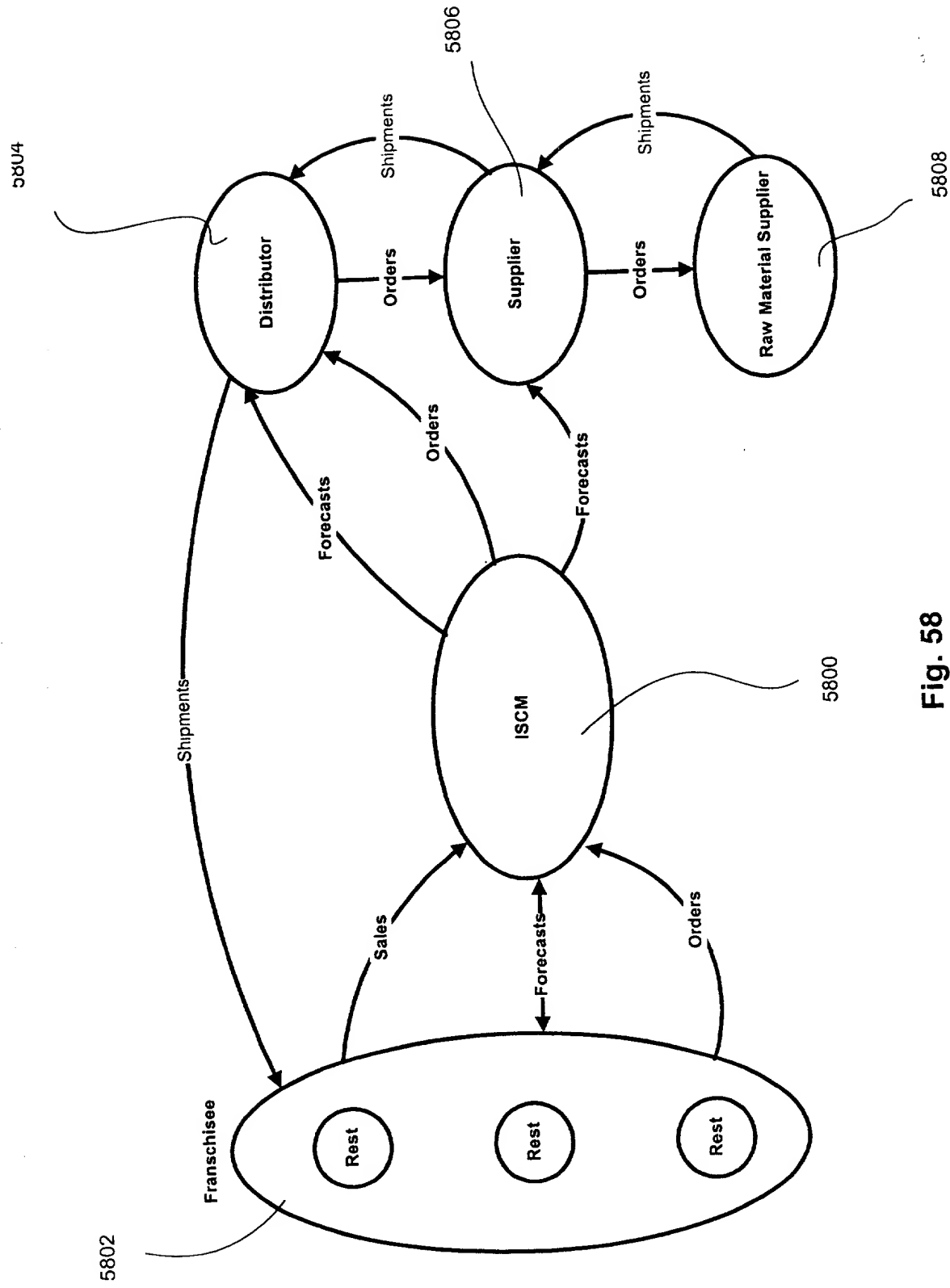
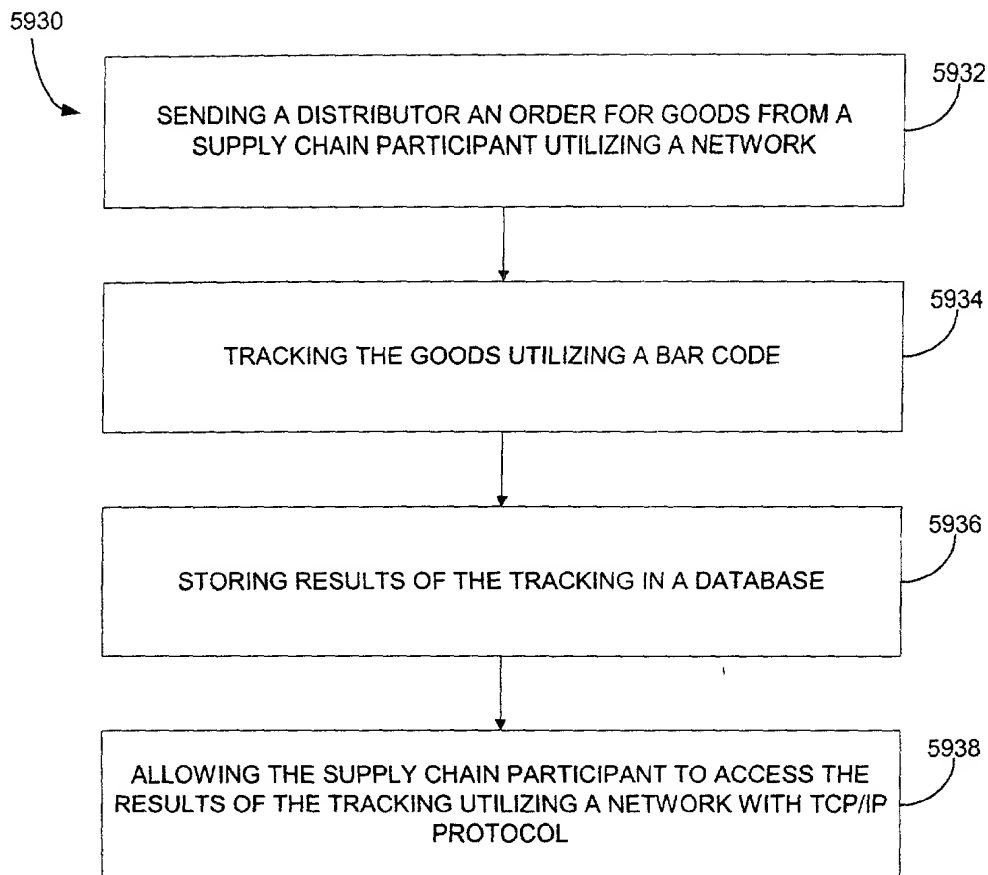


Fig. 58



**FIG. 59**

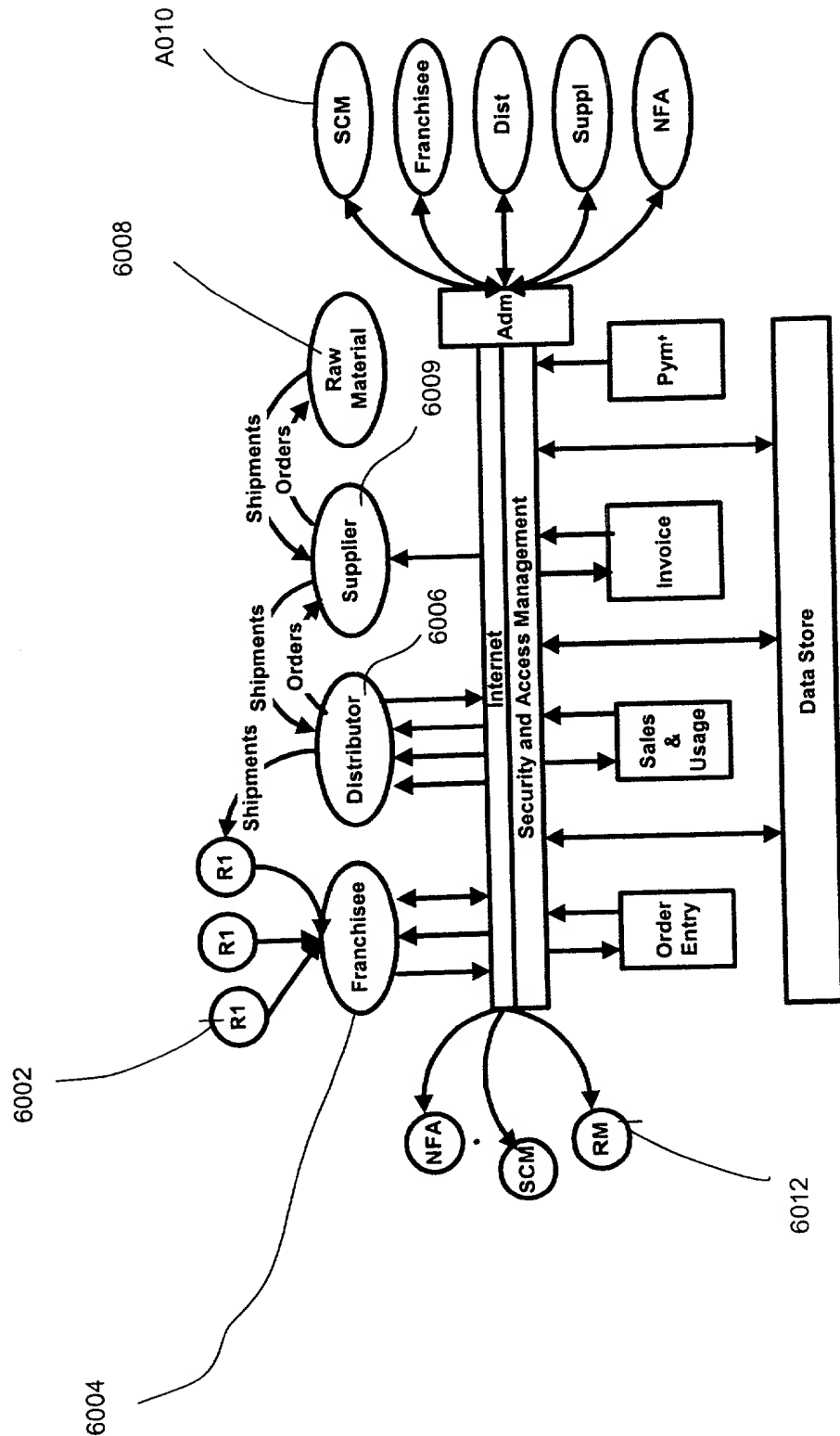


Fig. 60

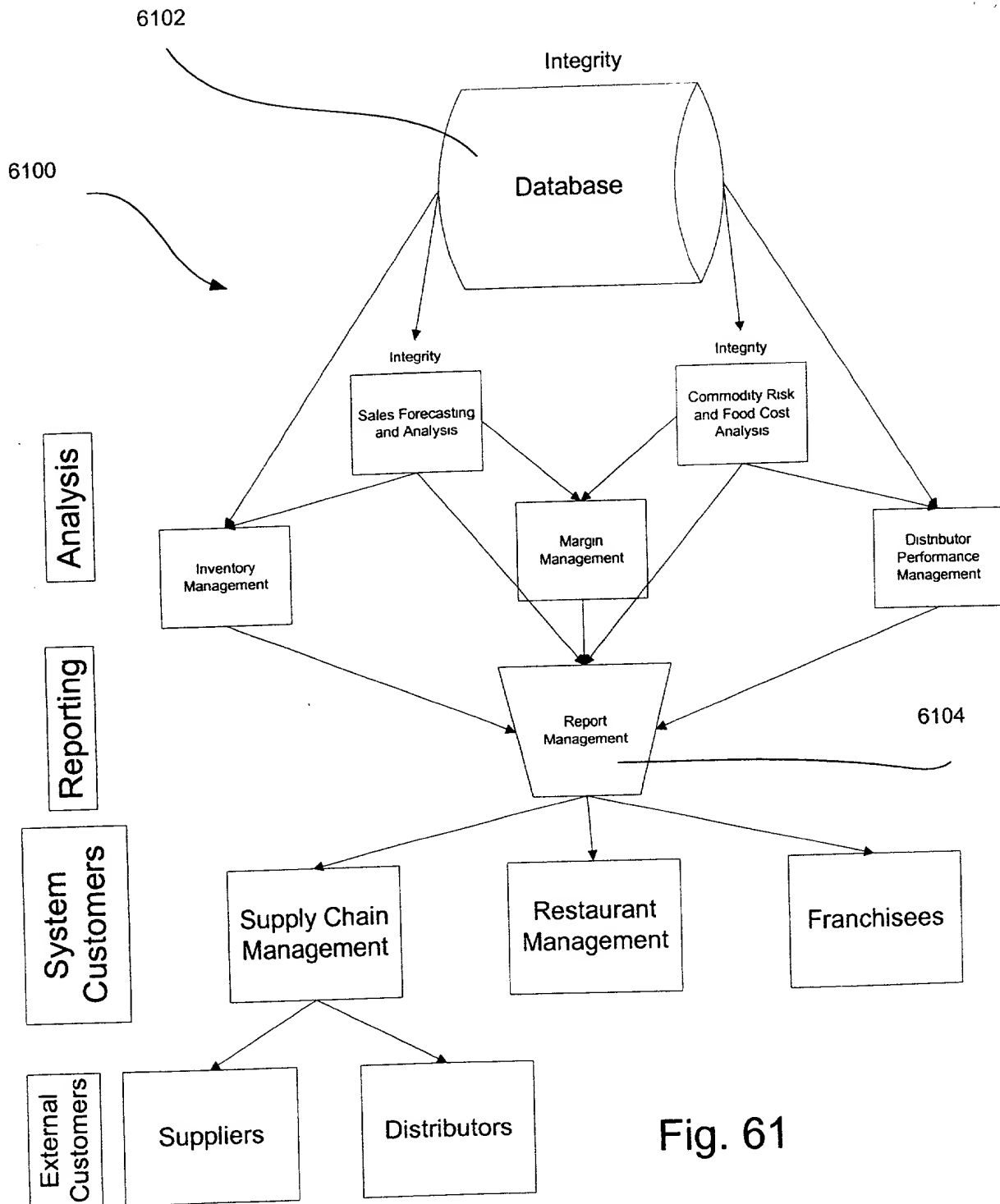
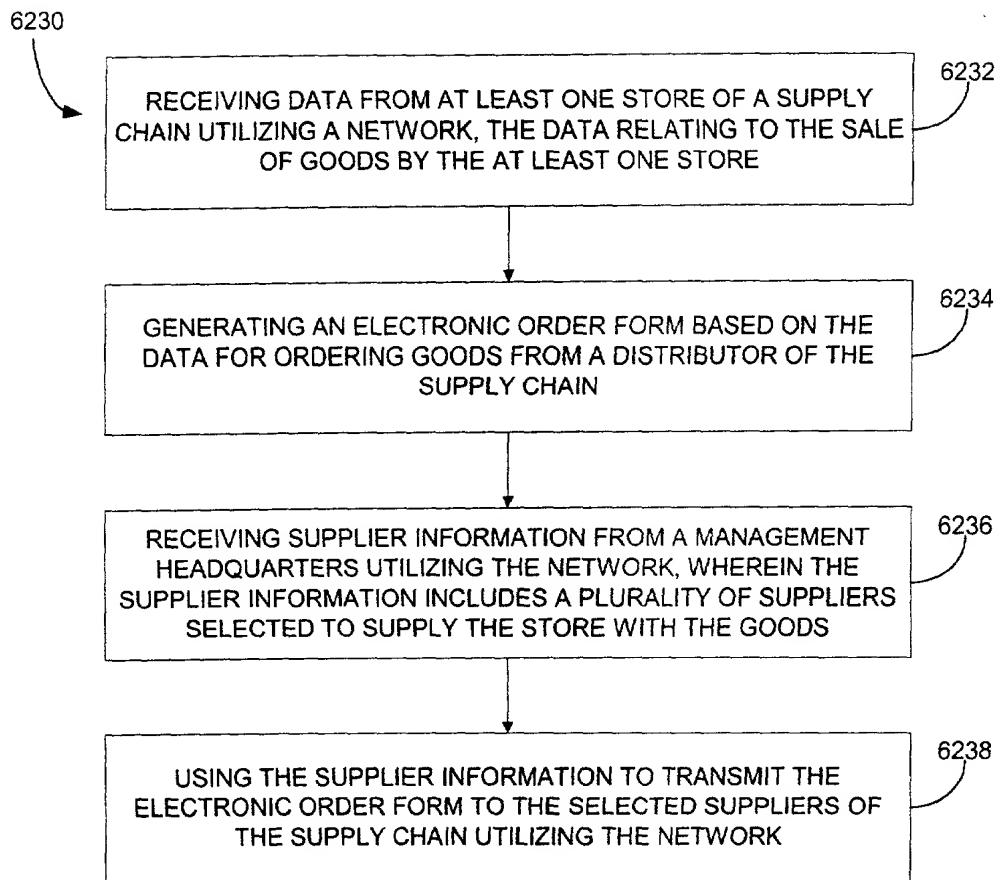


Fig. 61



**FIG. 62**

6300

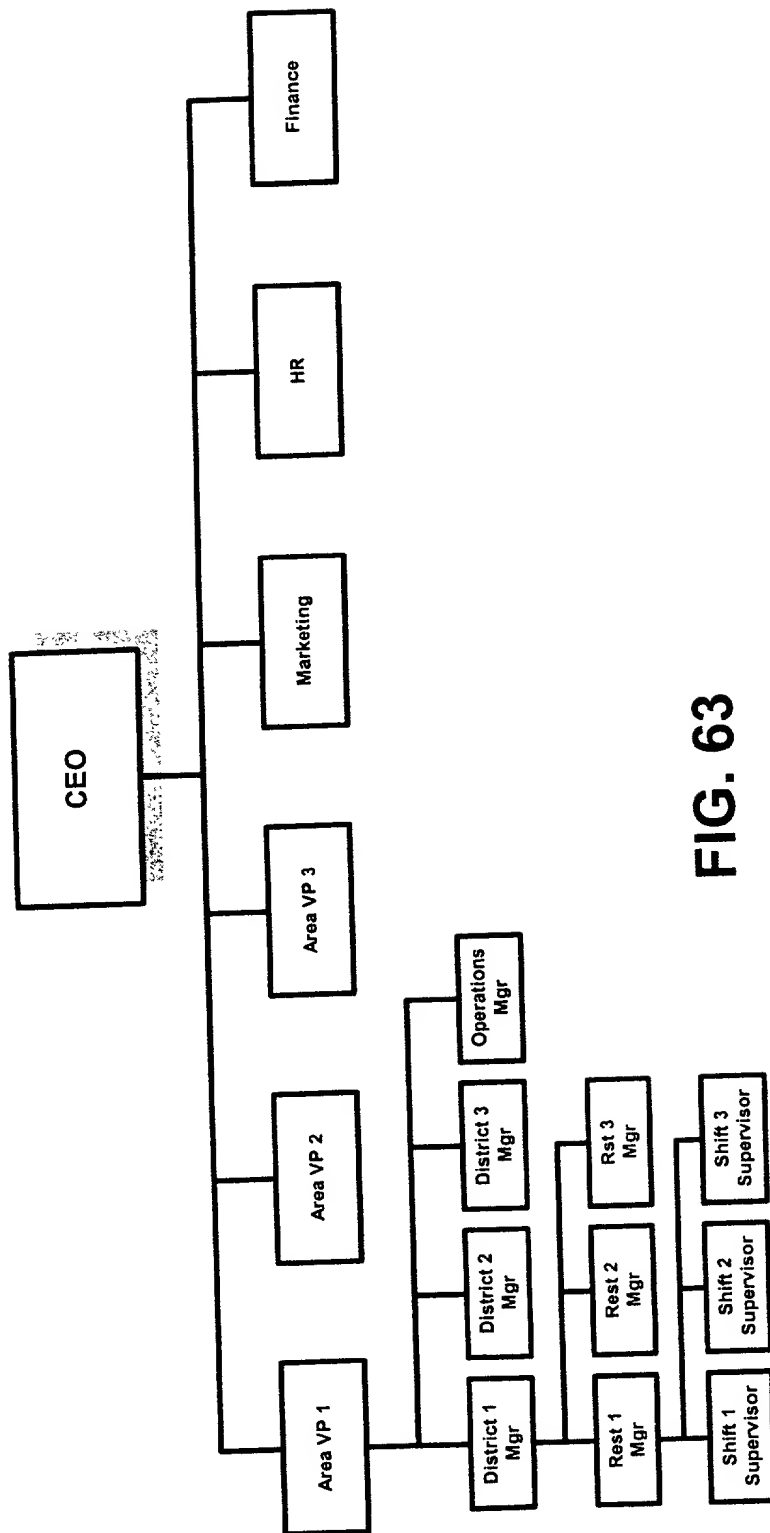
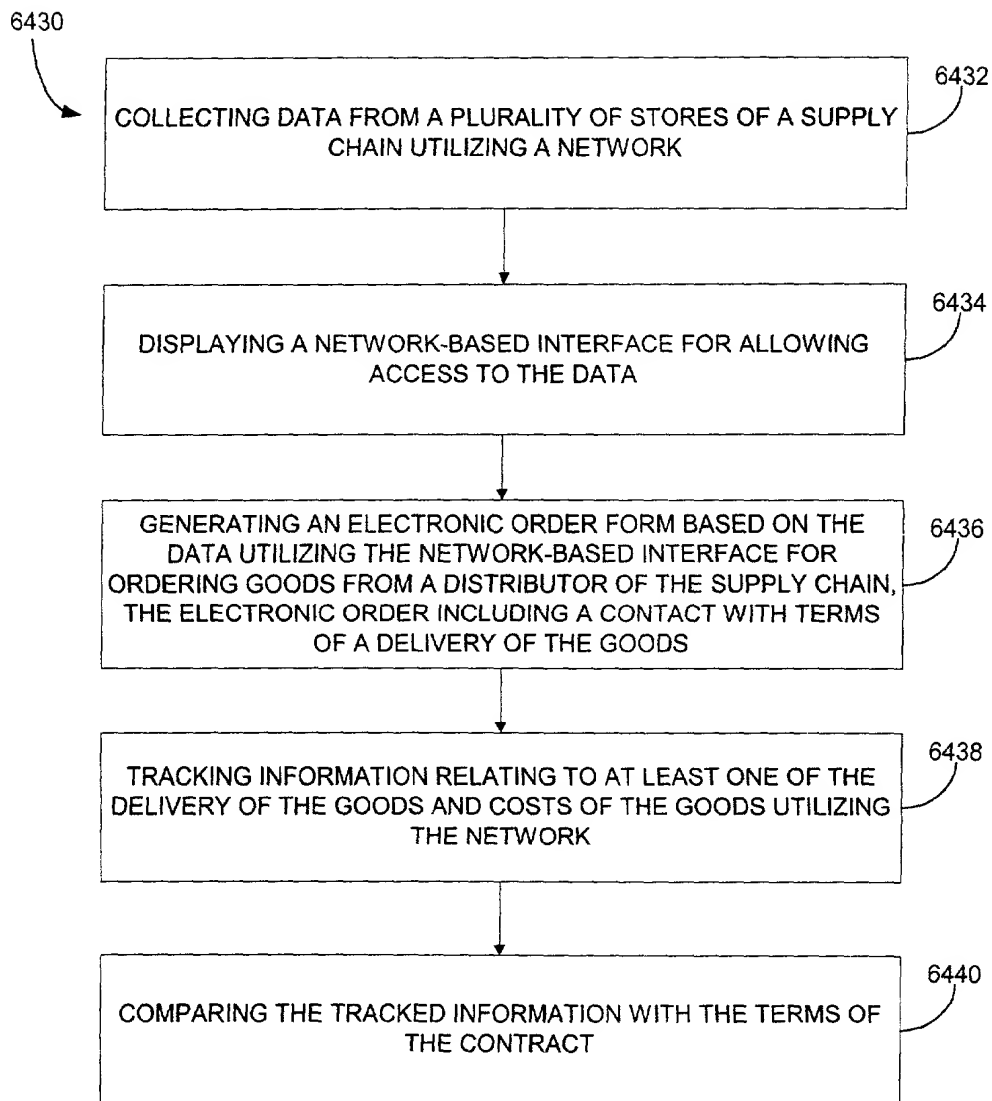
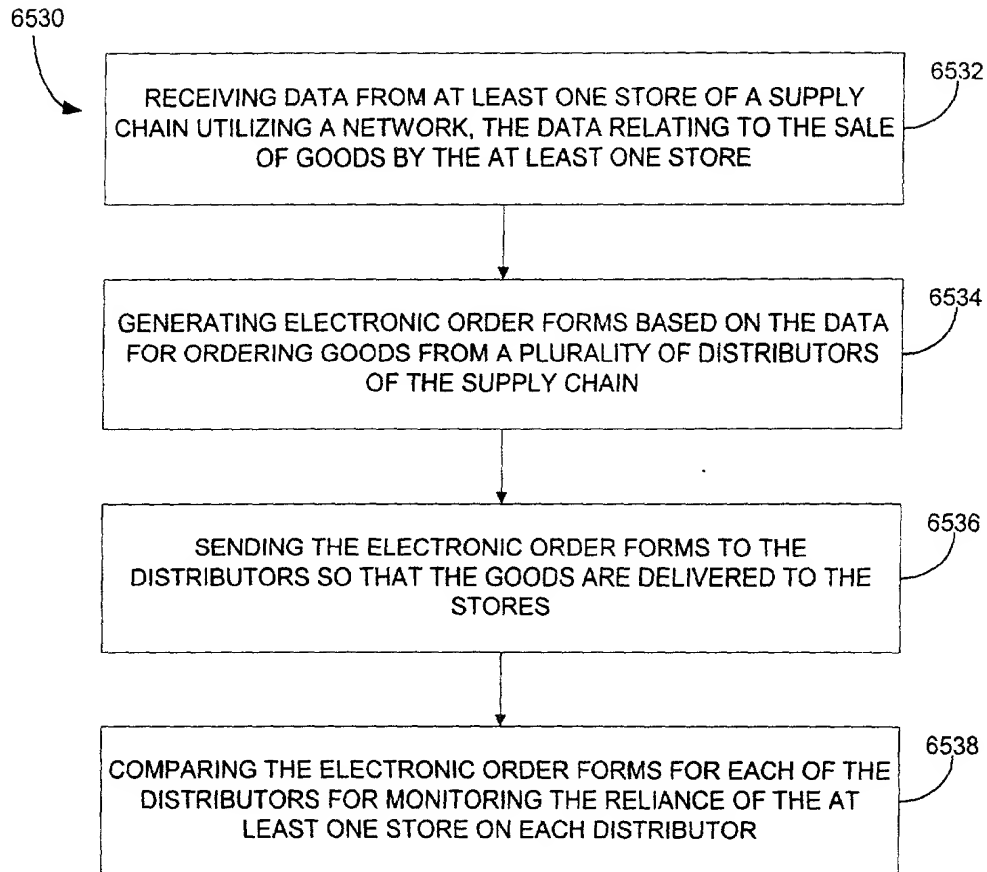


FIG. 63

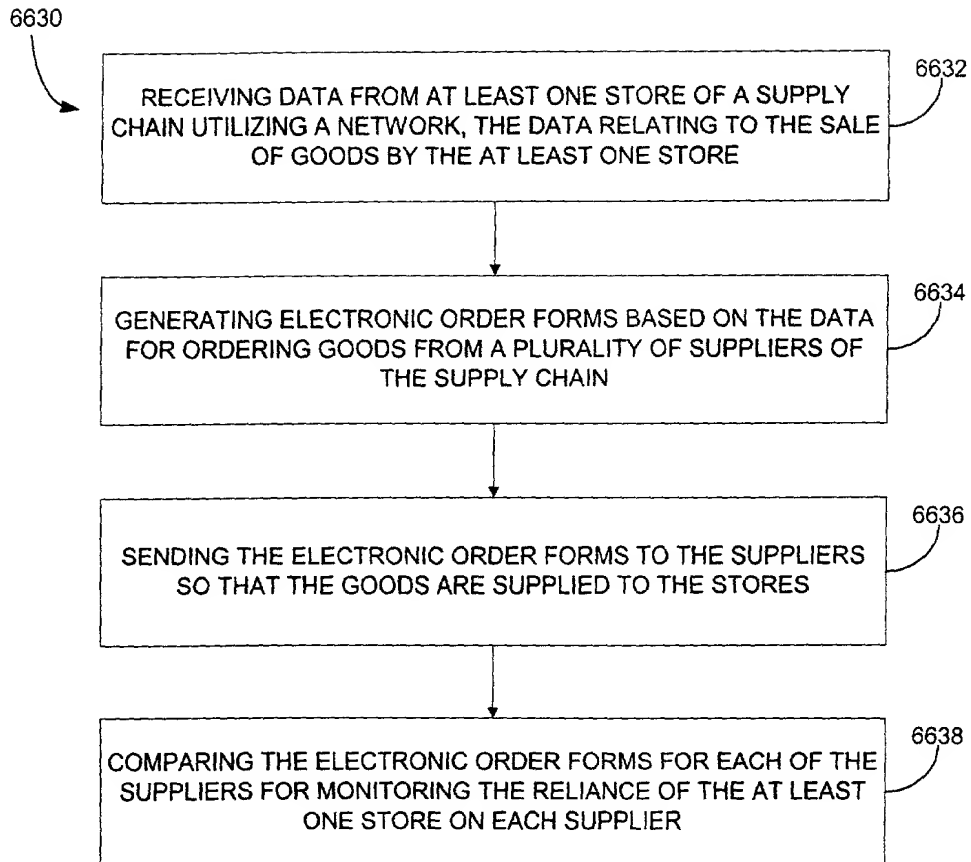


**FIG. 64**

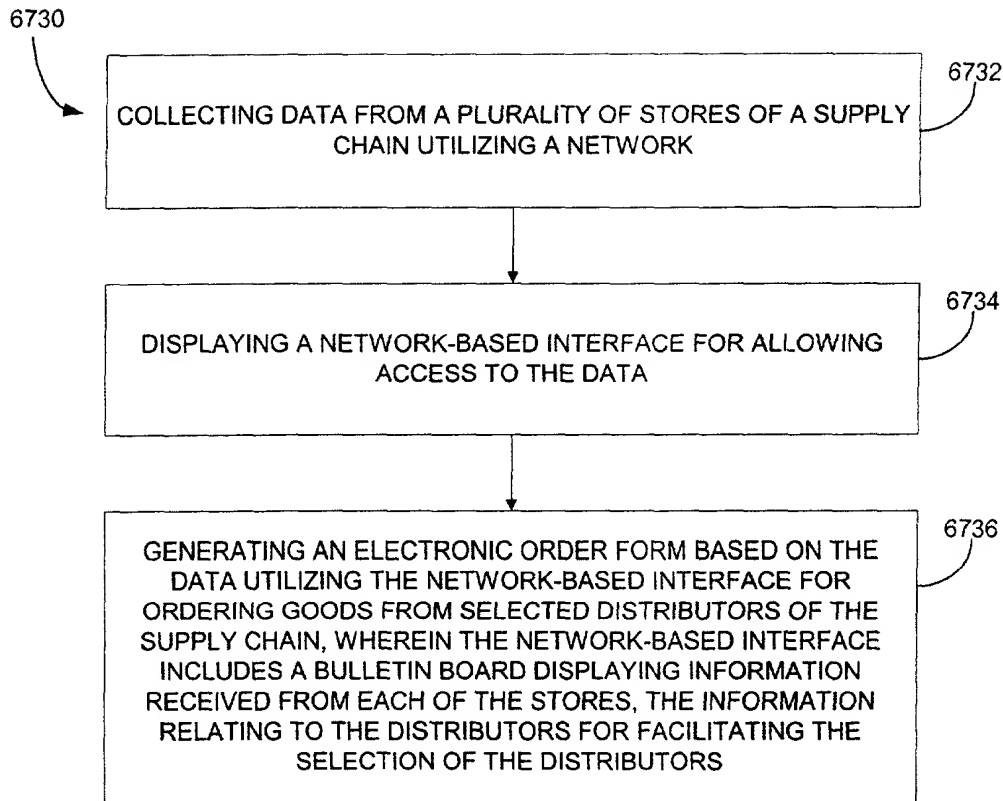




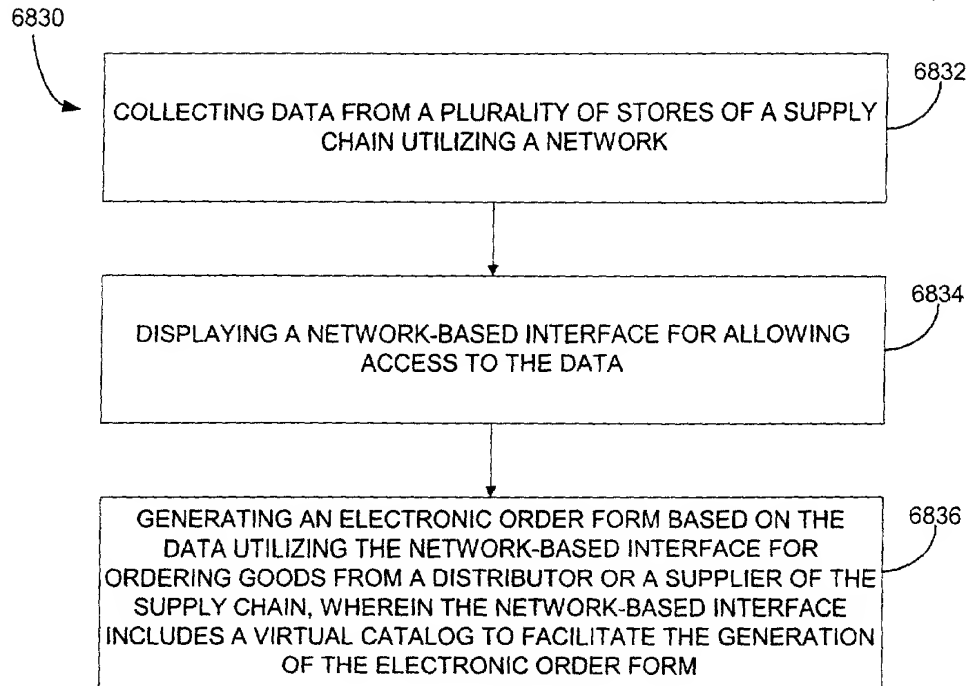
**FIG. 65**



**FIG. 66**



**FIG. 67**



**FIG. 68**

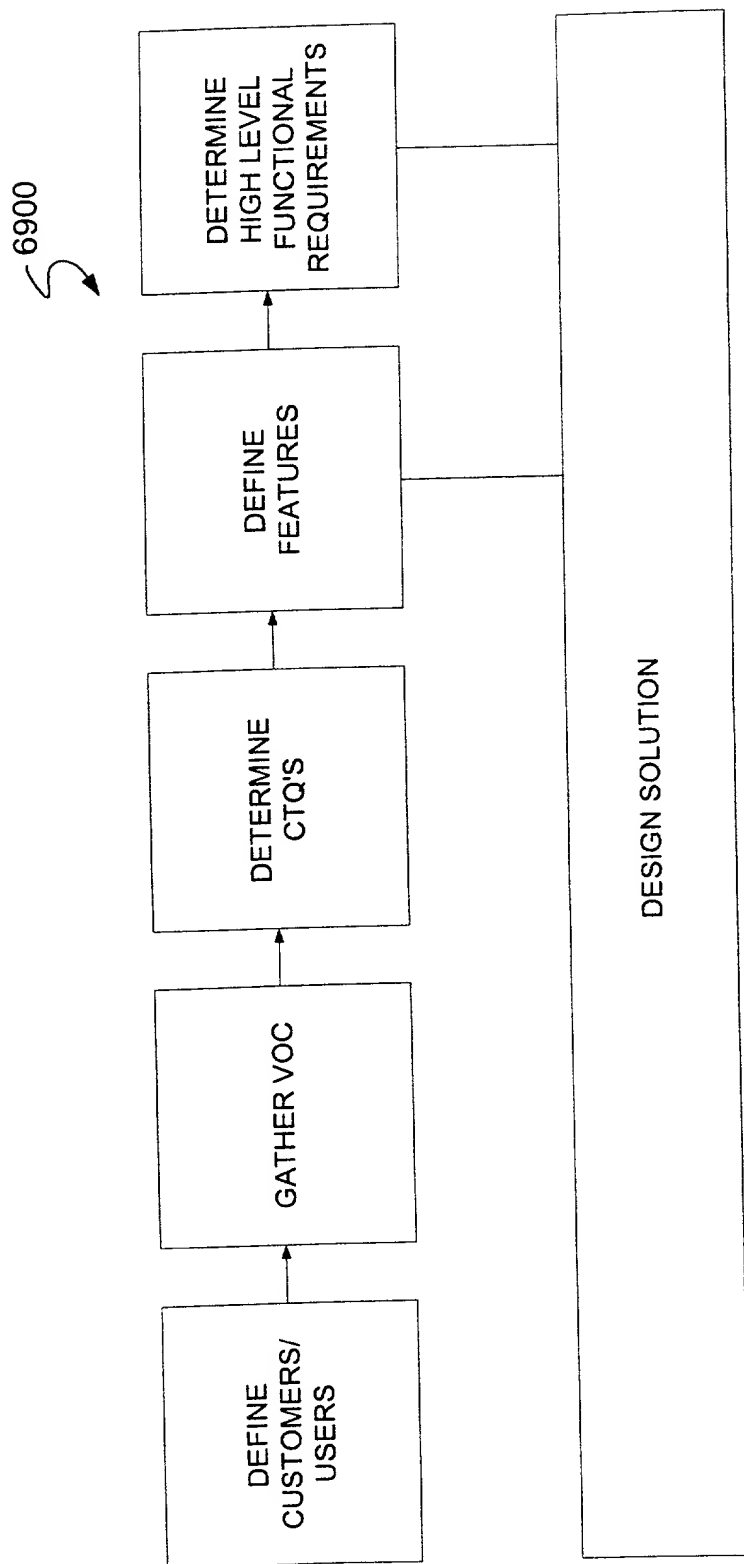
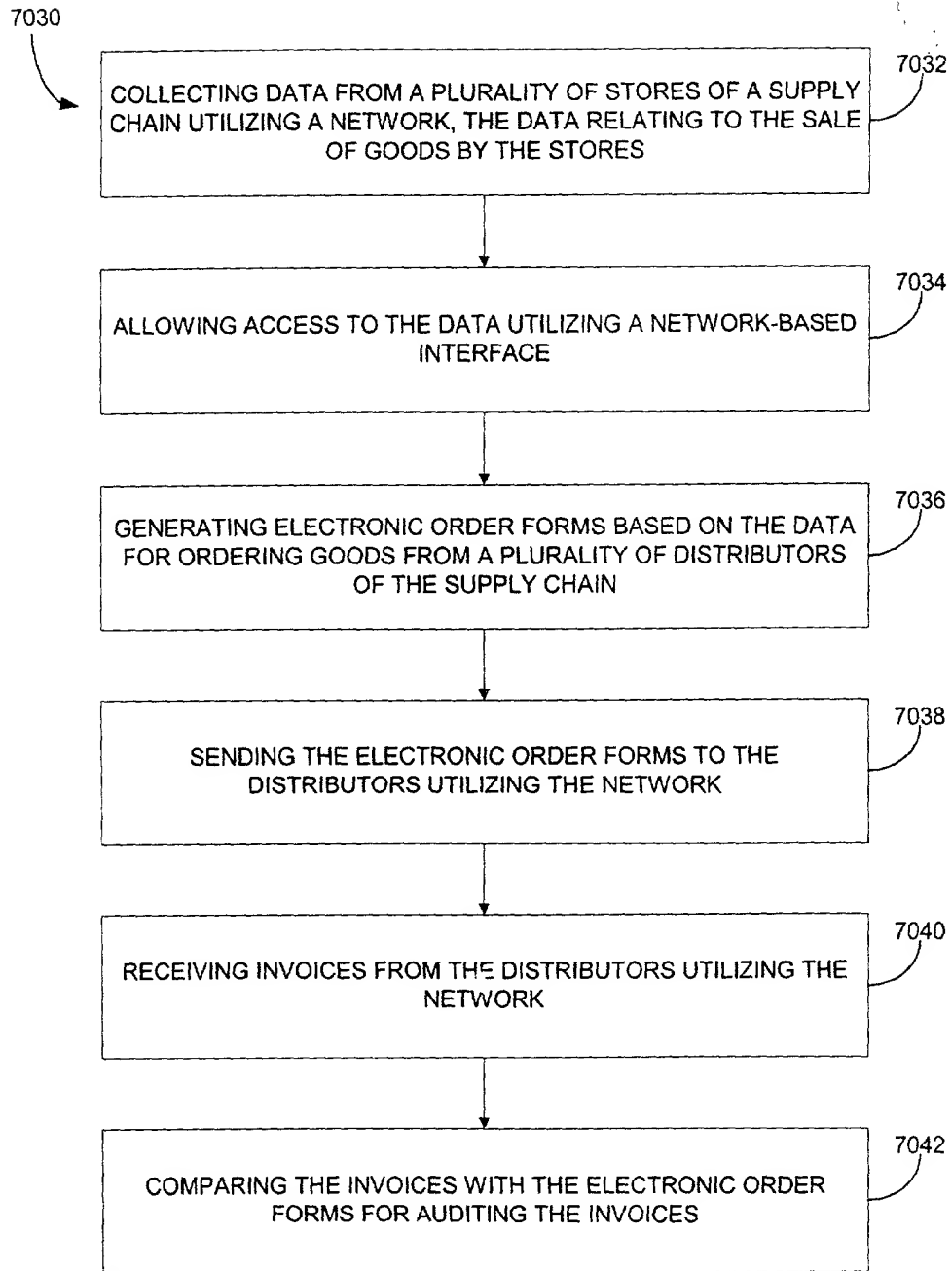
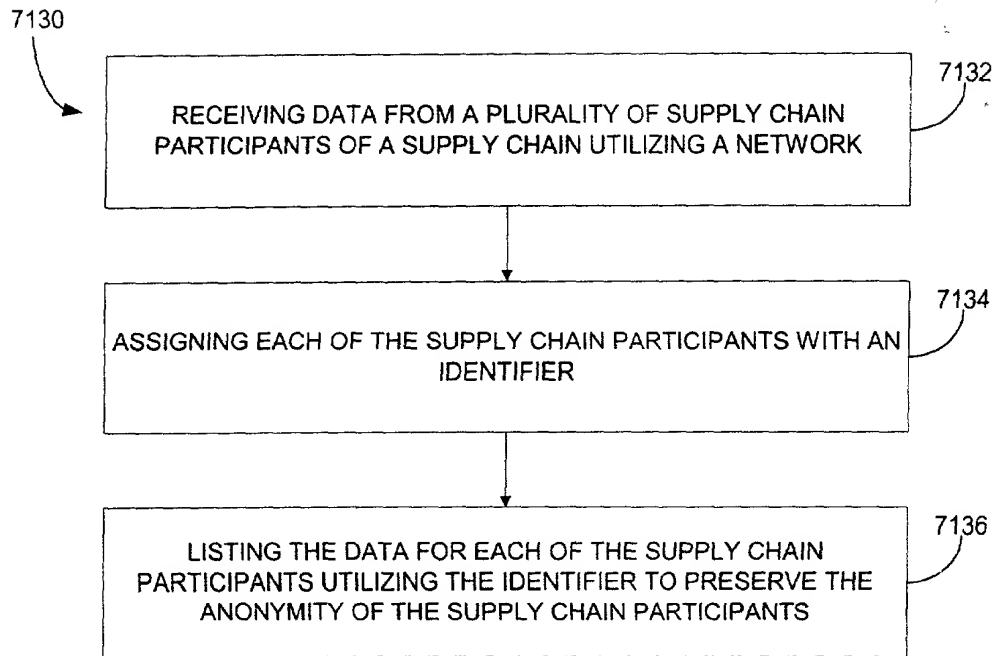


FIG. 69



**FIG. 70**



**FIG. 71**

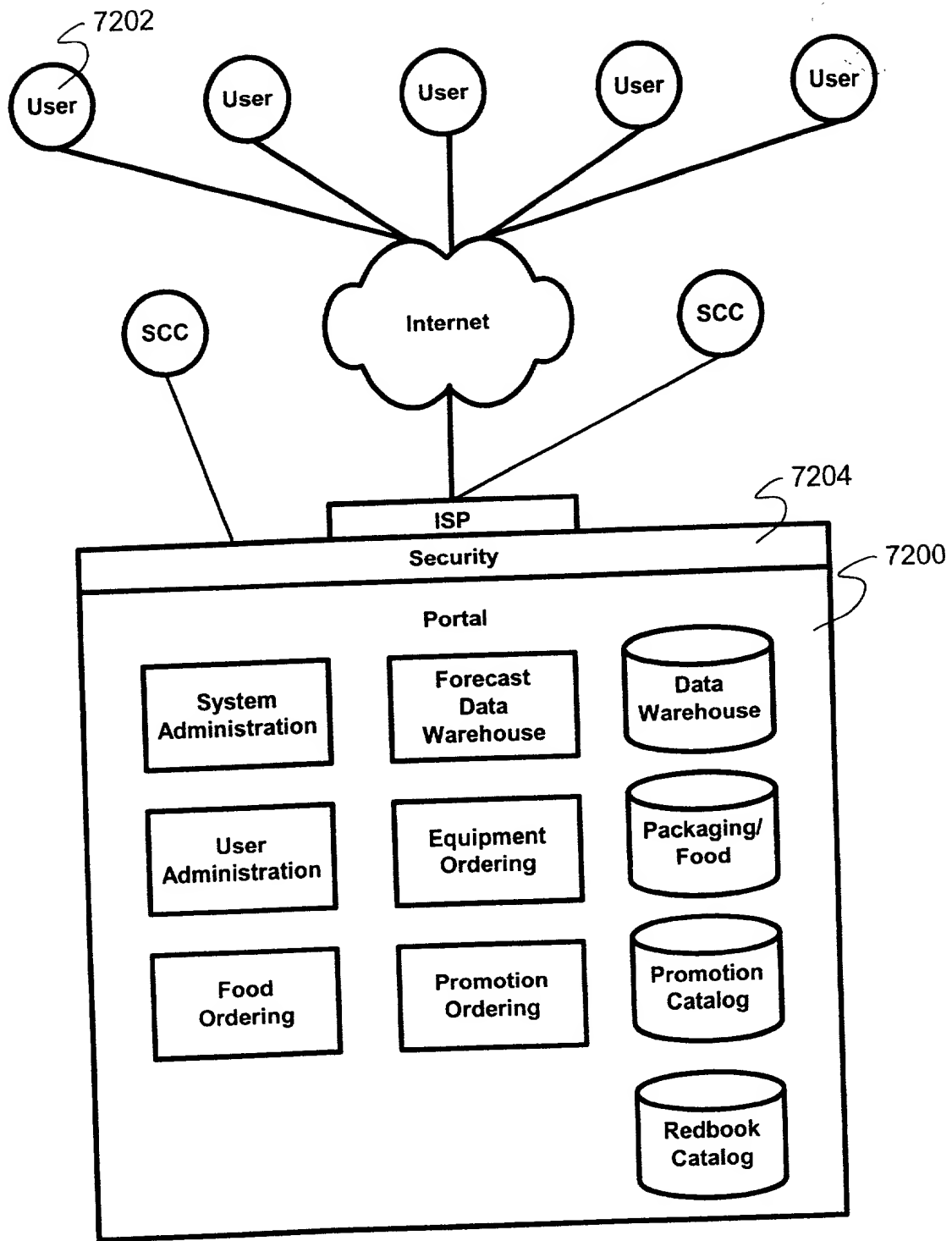


FIG. 72



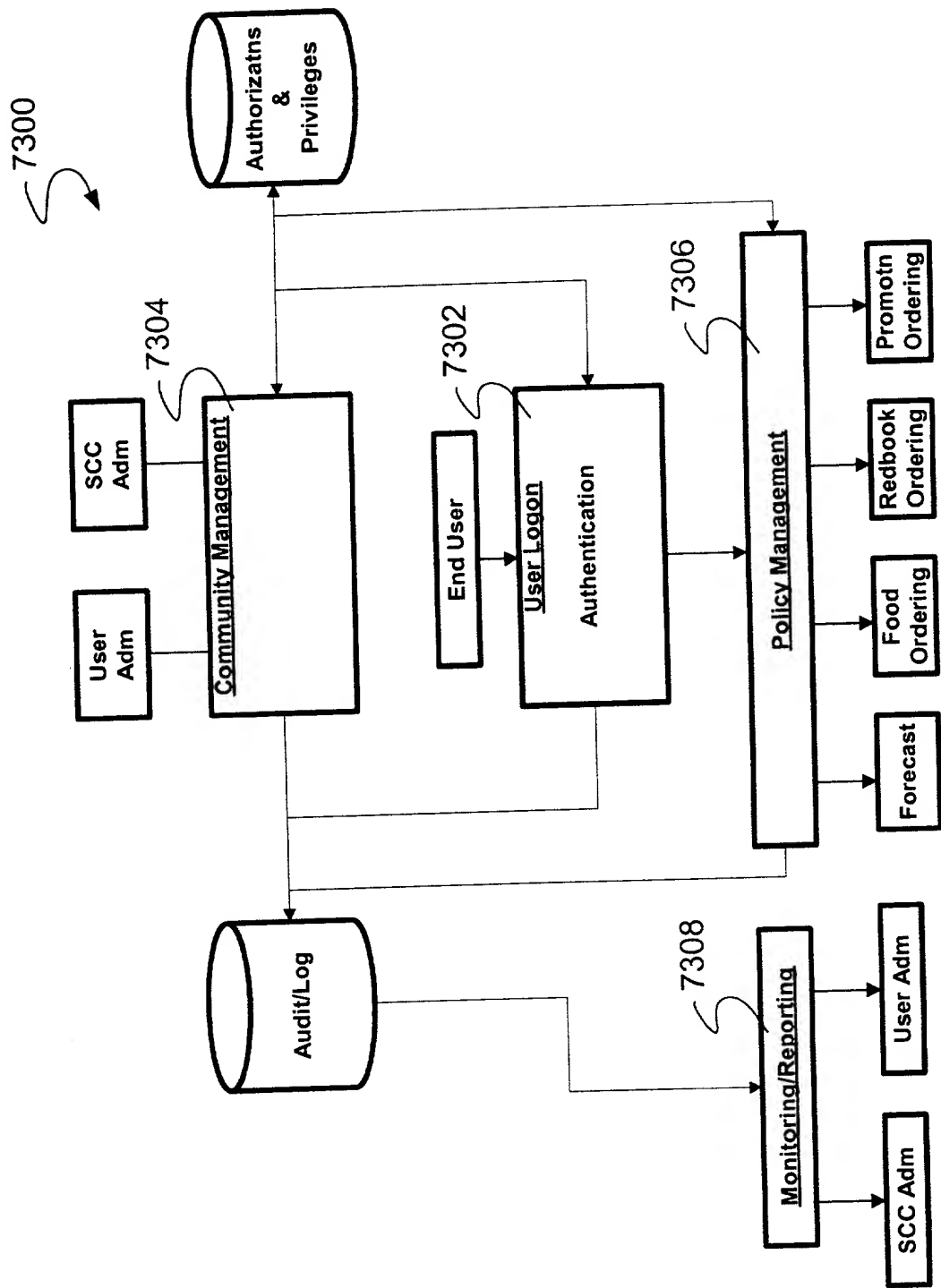


FIG. 73

7402

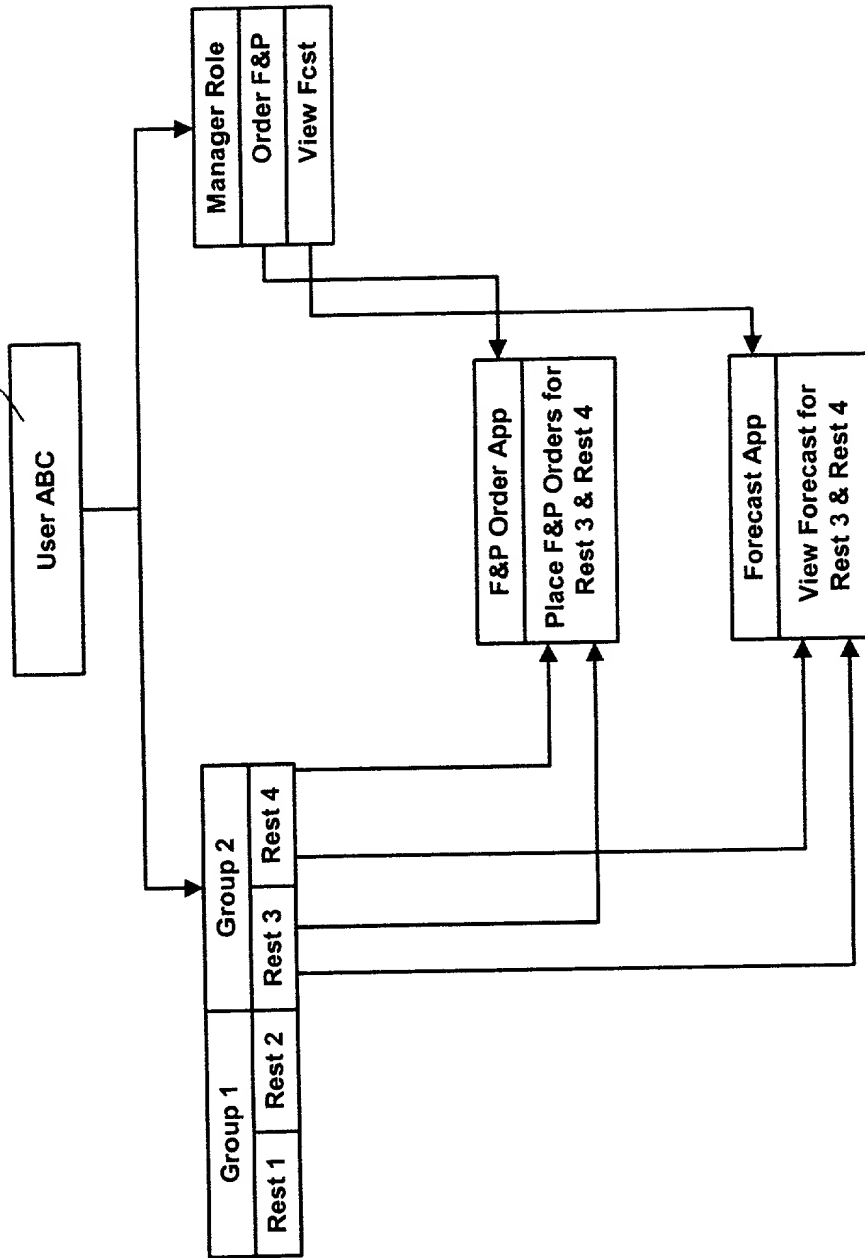


FIG. 74

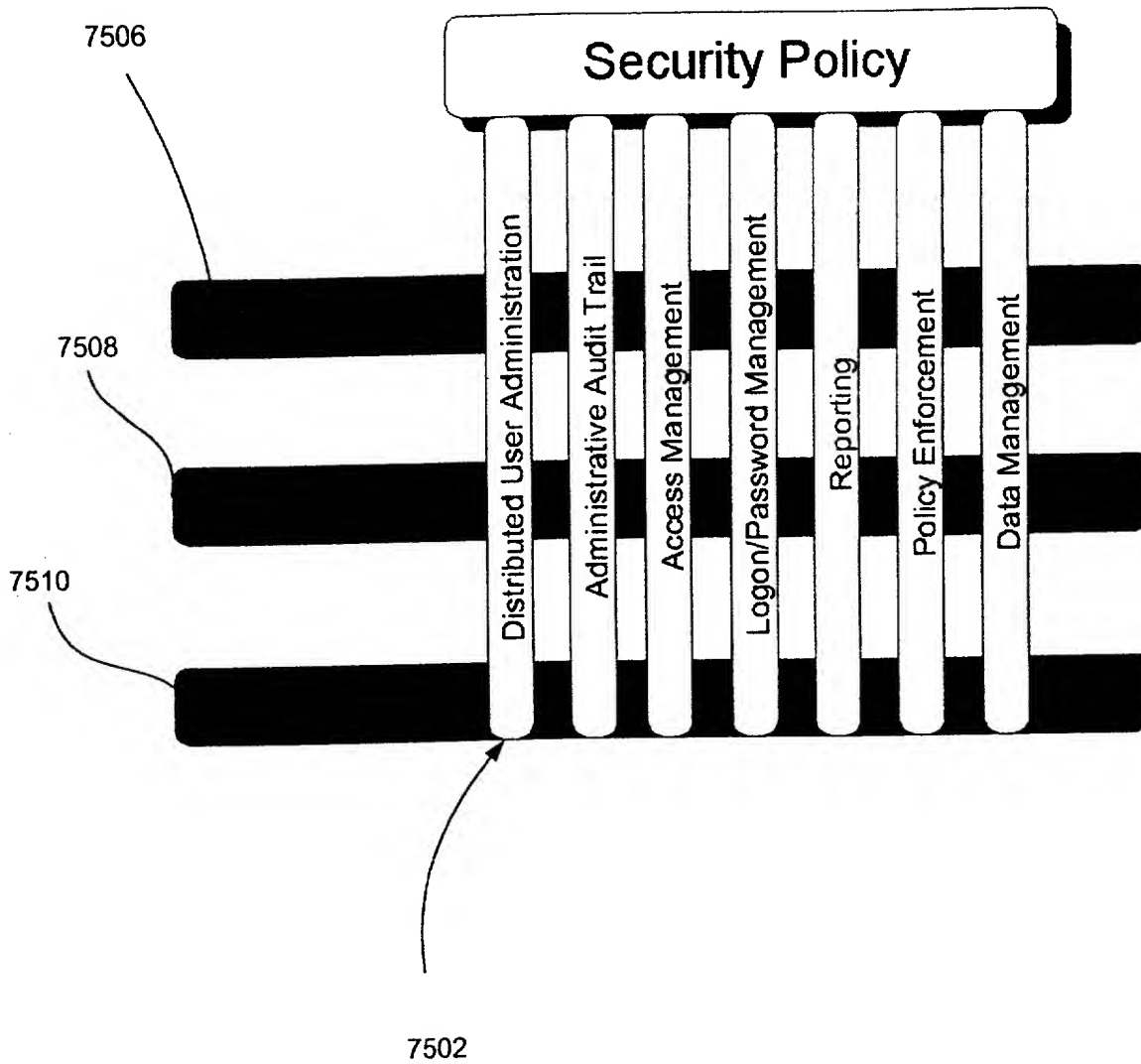
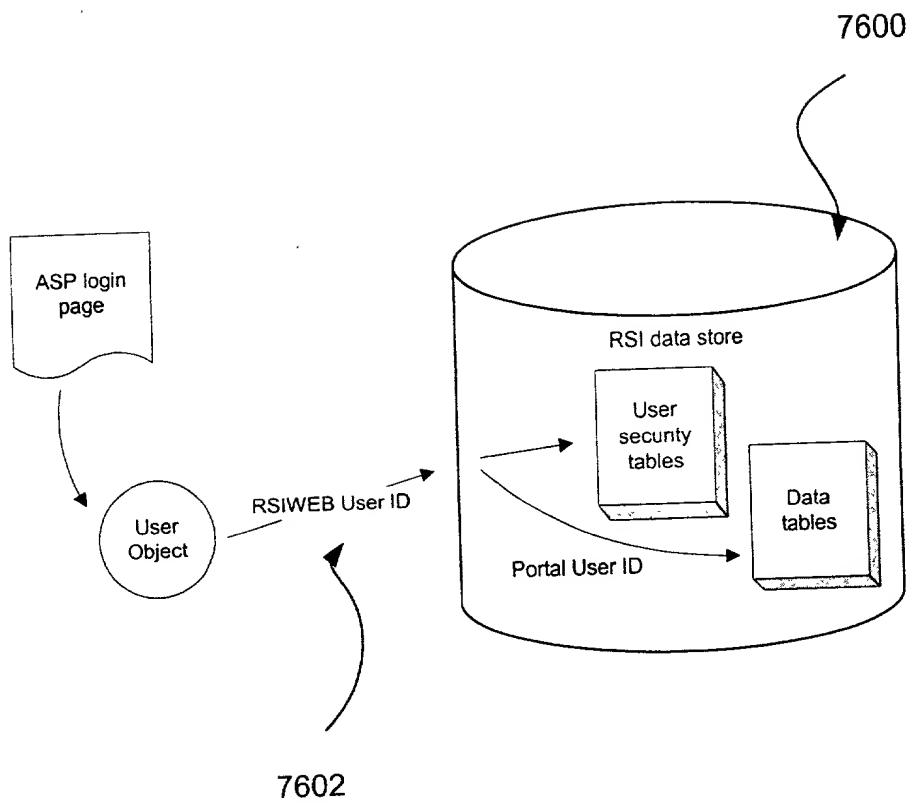


Fig. 75



**Fig. 76**

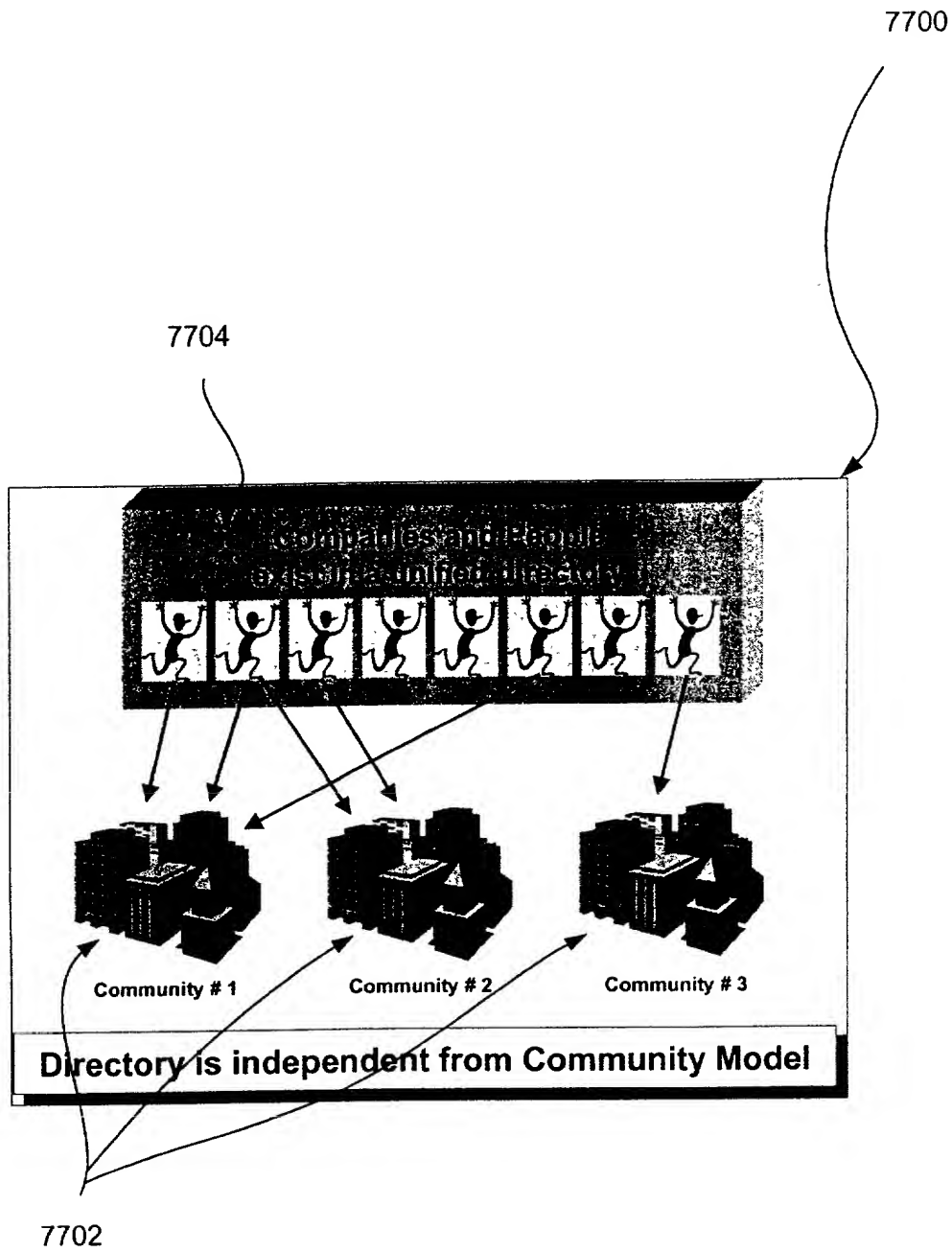


Fig. 77

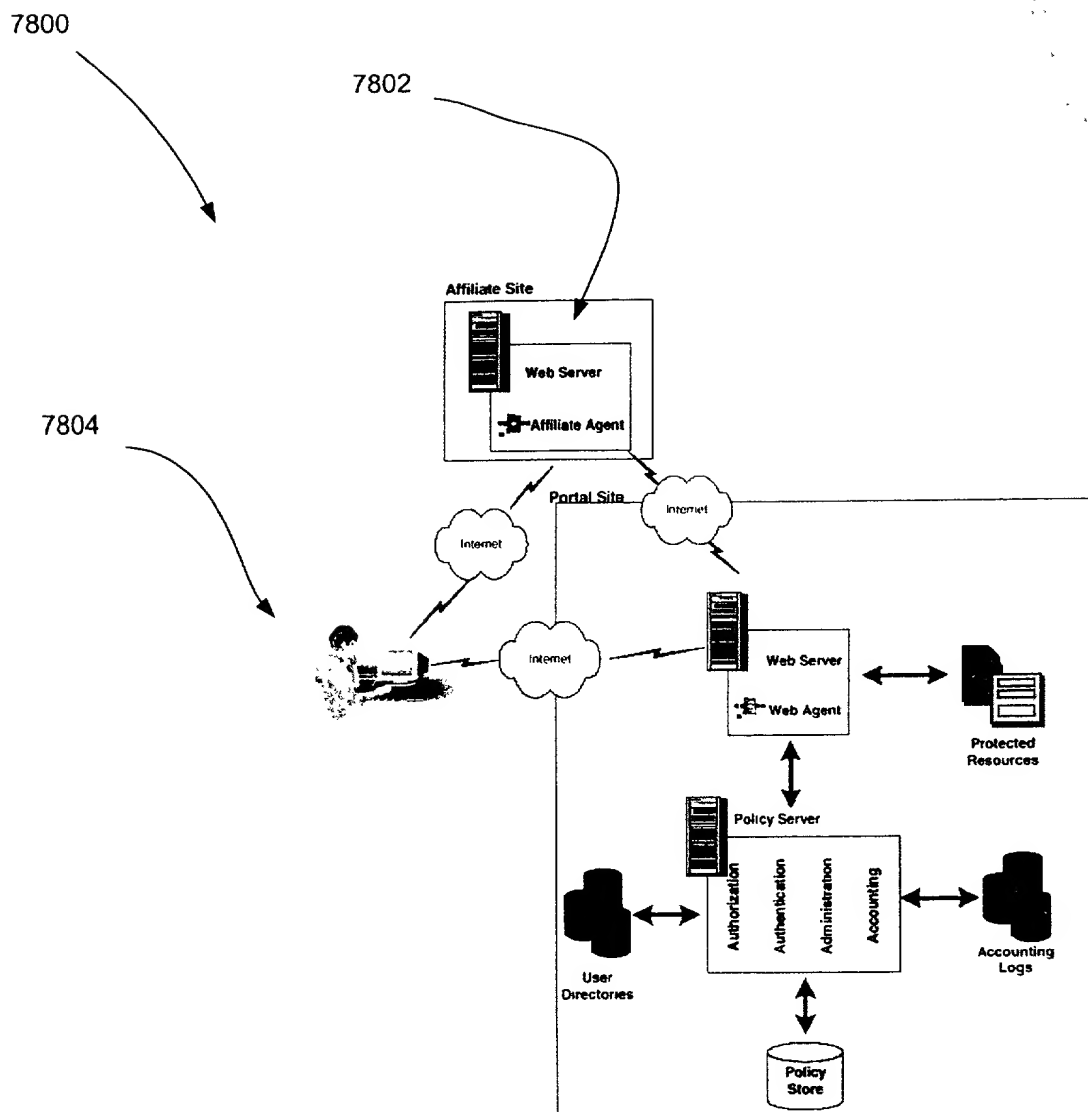


Fig. 78

7900

7902

# Policy-Based Web Security Model

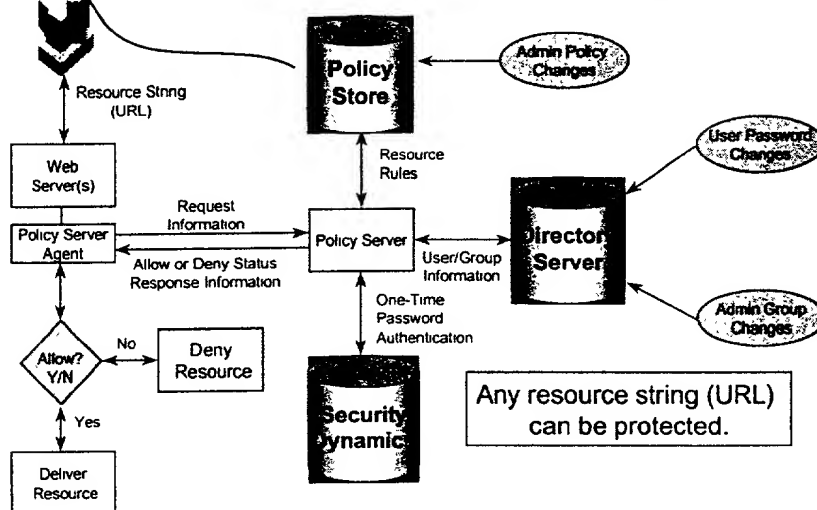
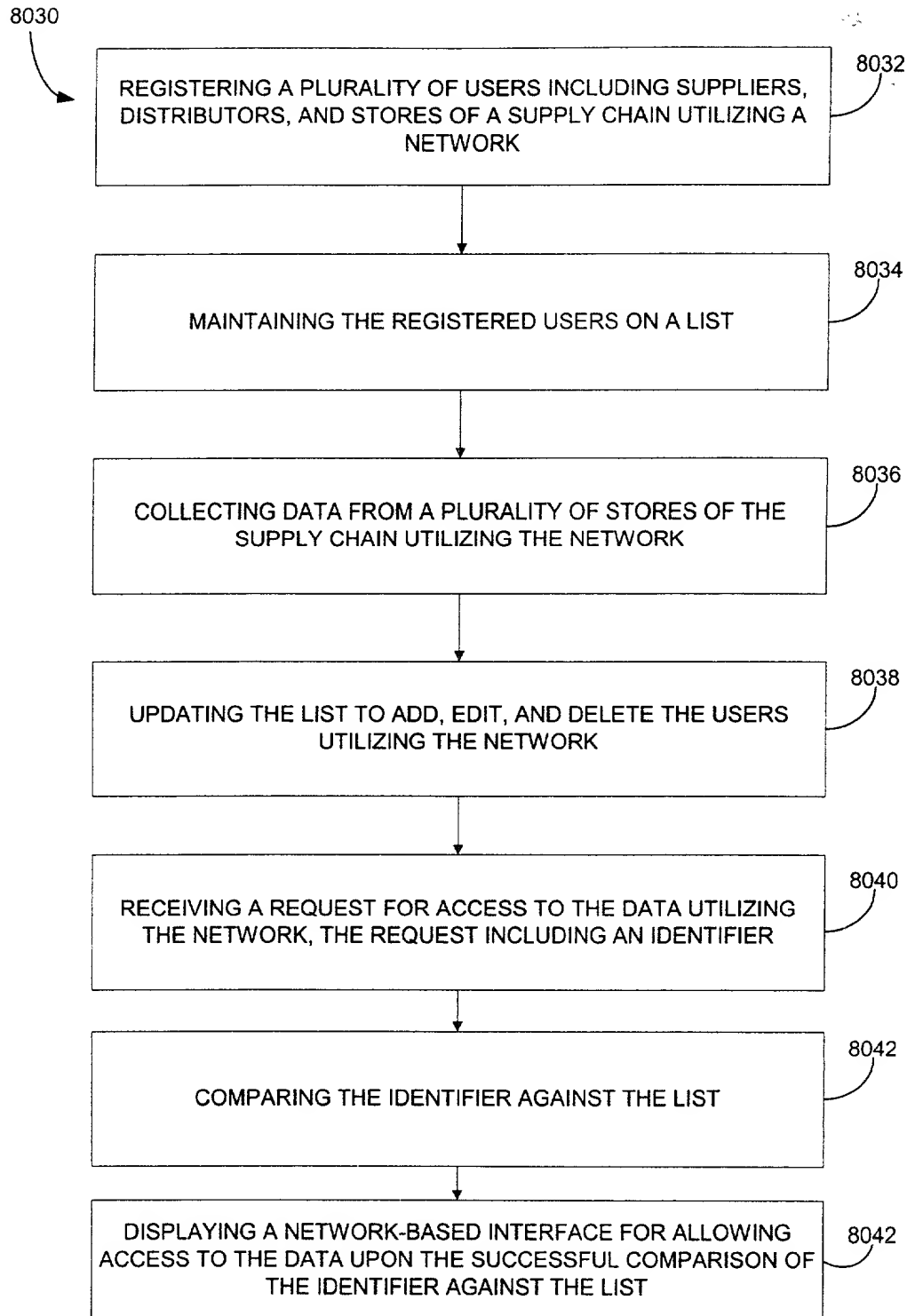
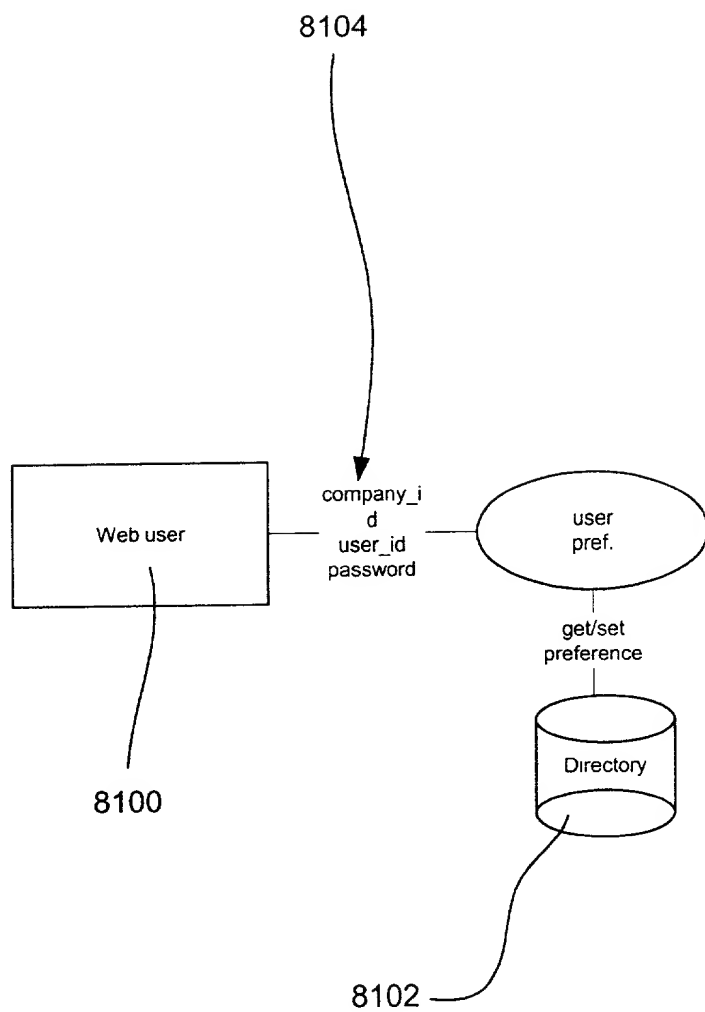


Fig. 79



**FIG. 80**





**Fig. 81**

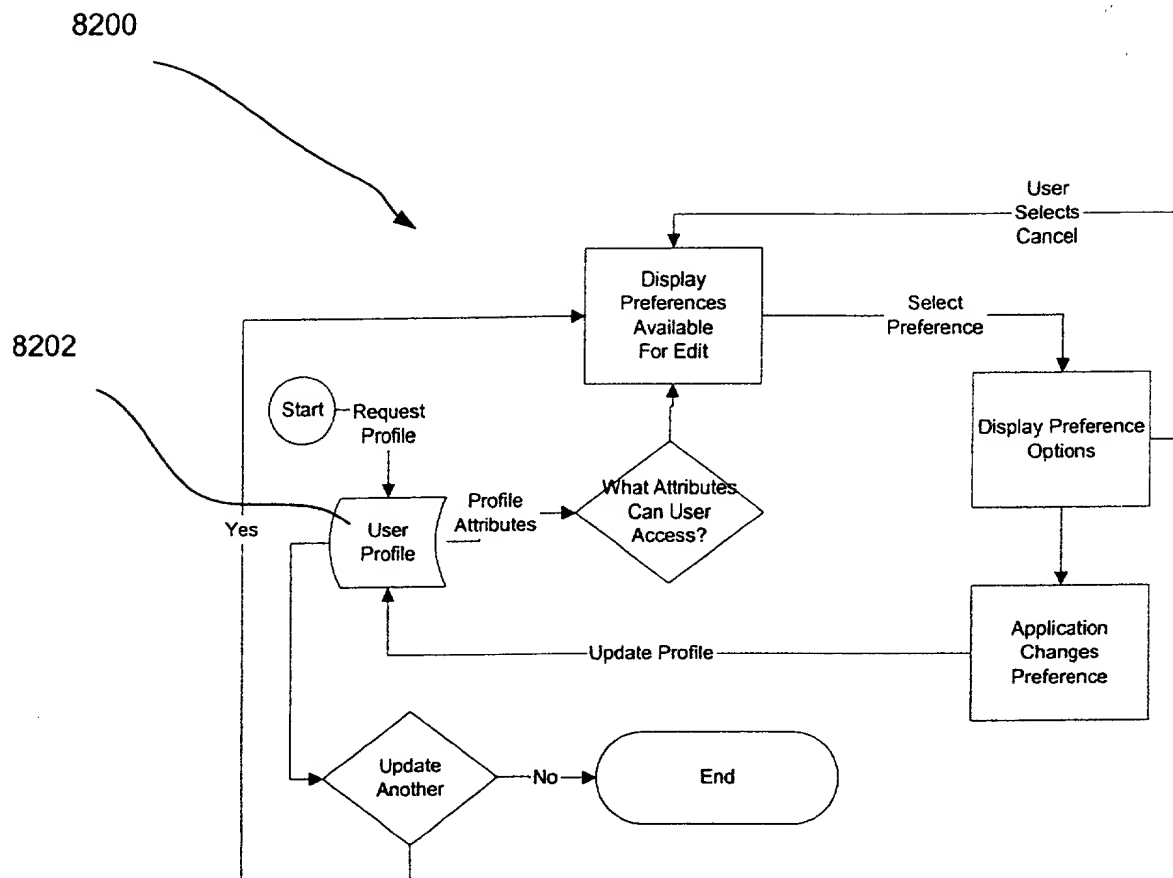
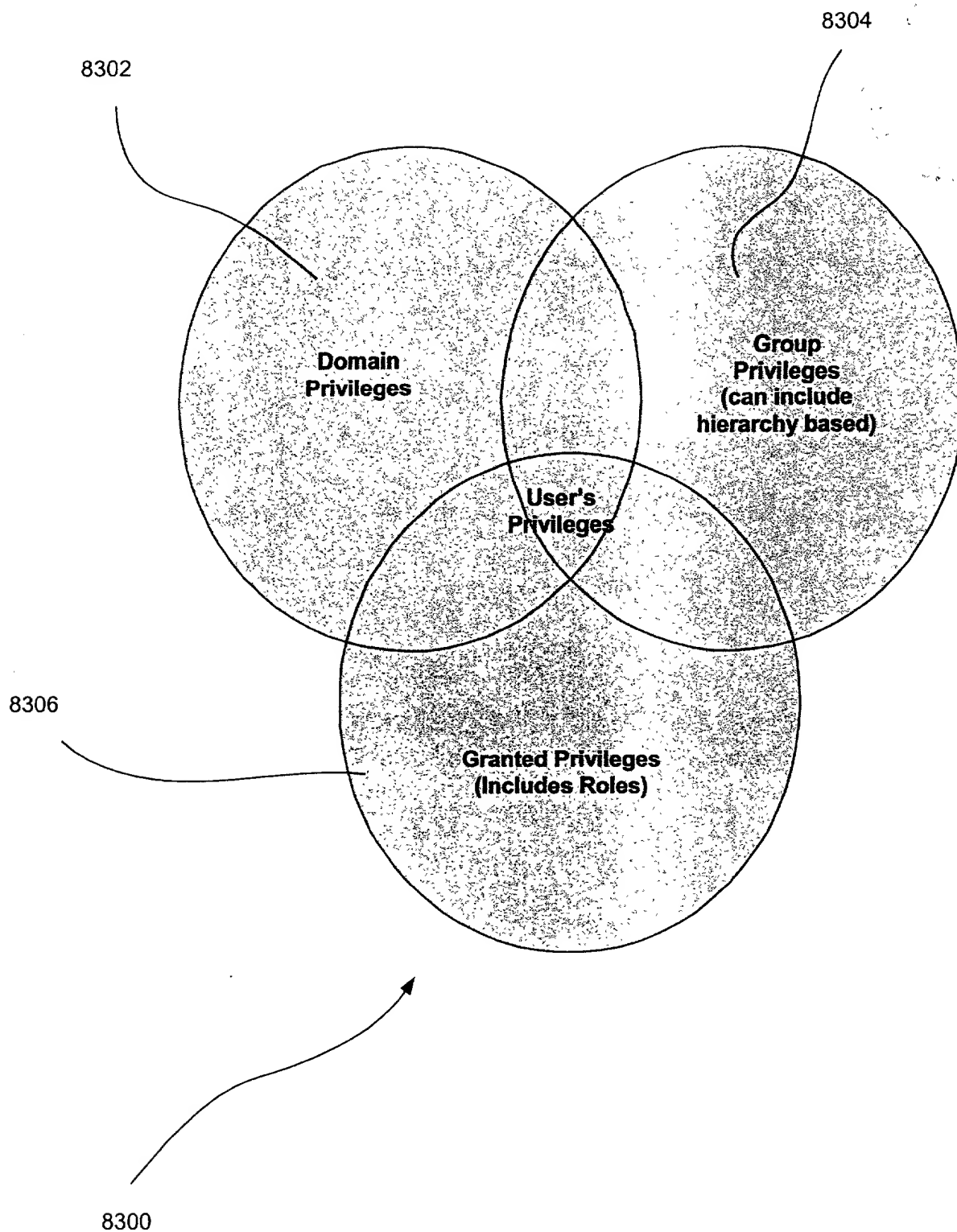
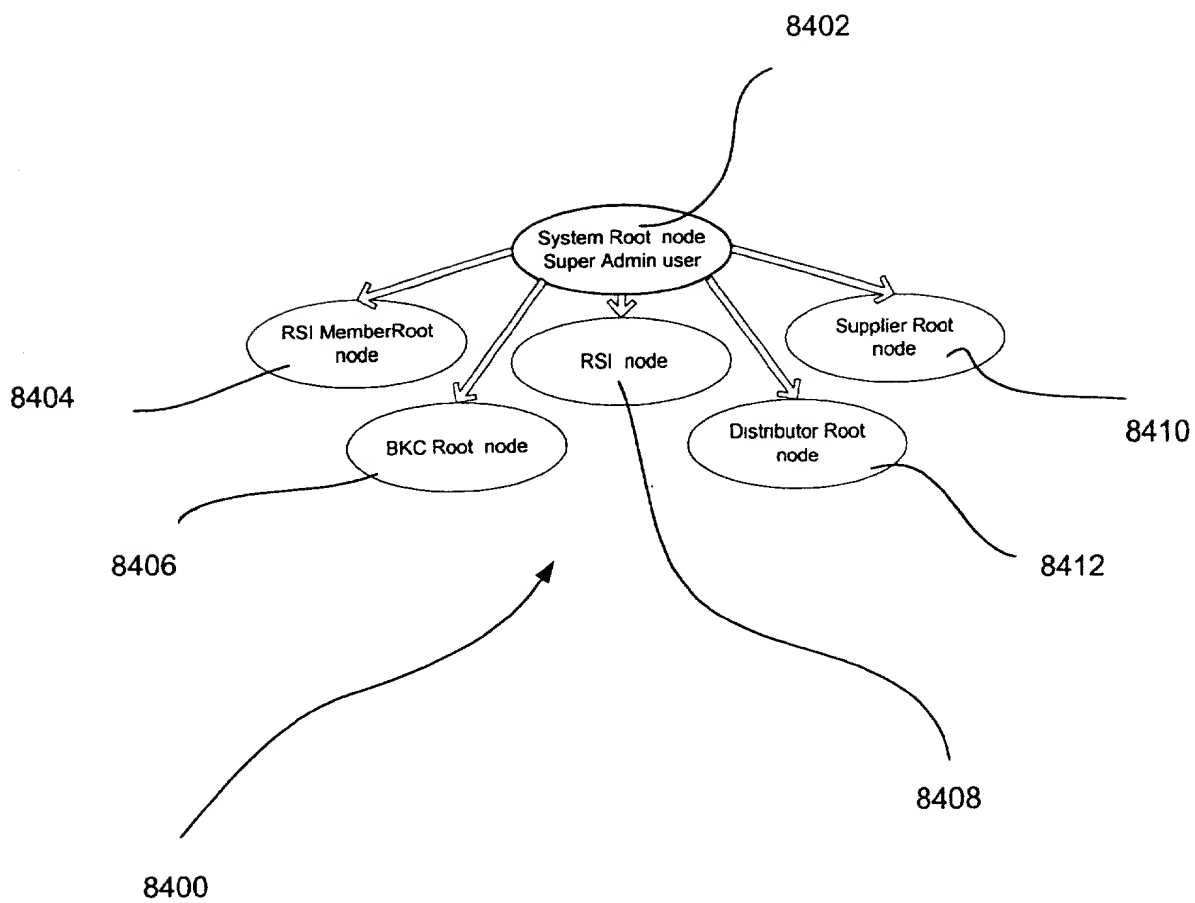


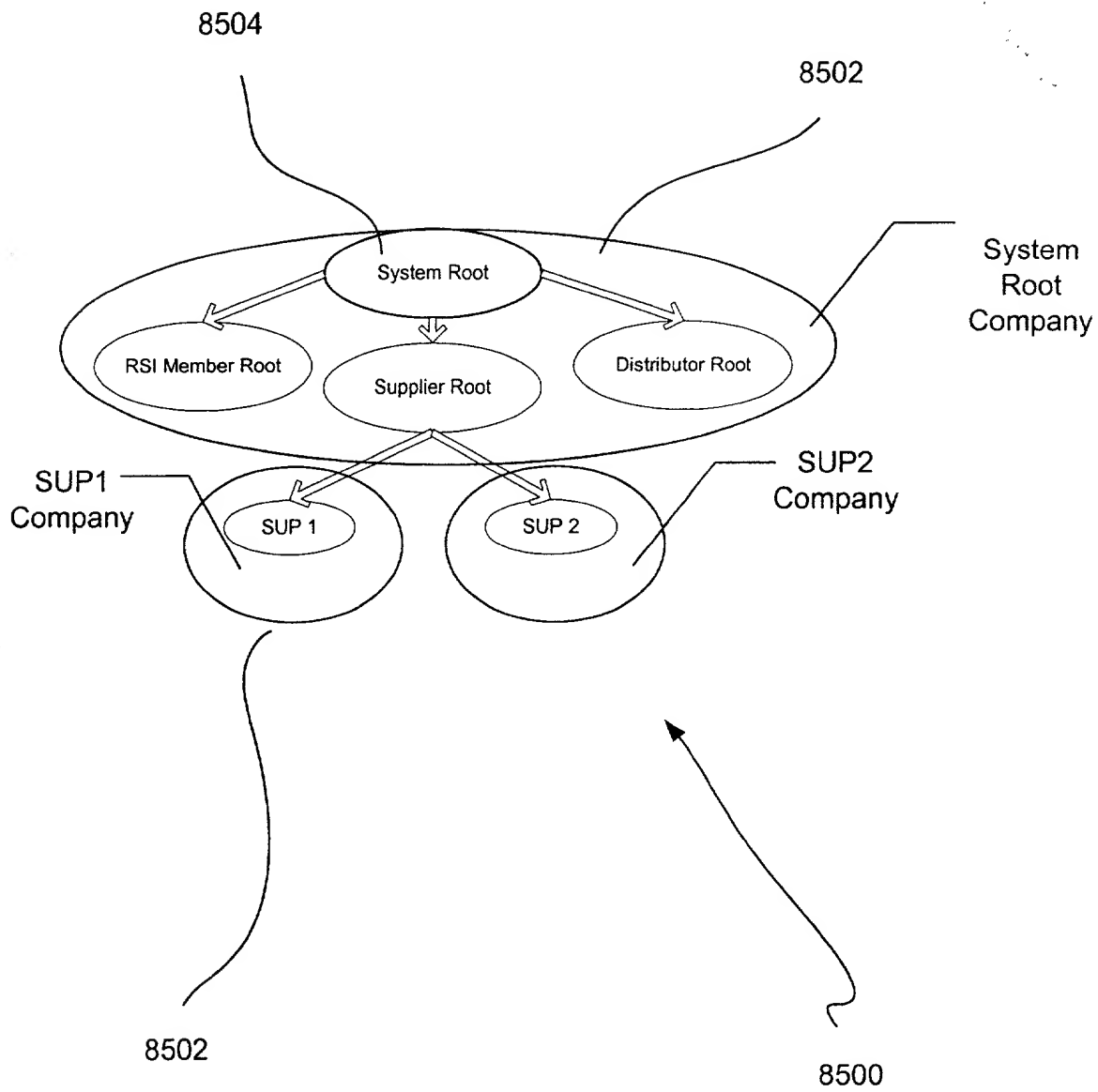
Fig. 82



**Fig. 83**



**Fig. 84**



**Fig. 85**

8600

8602

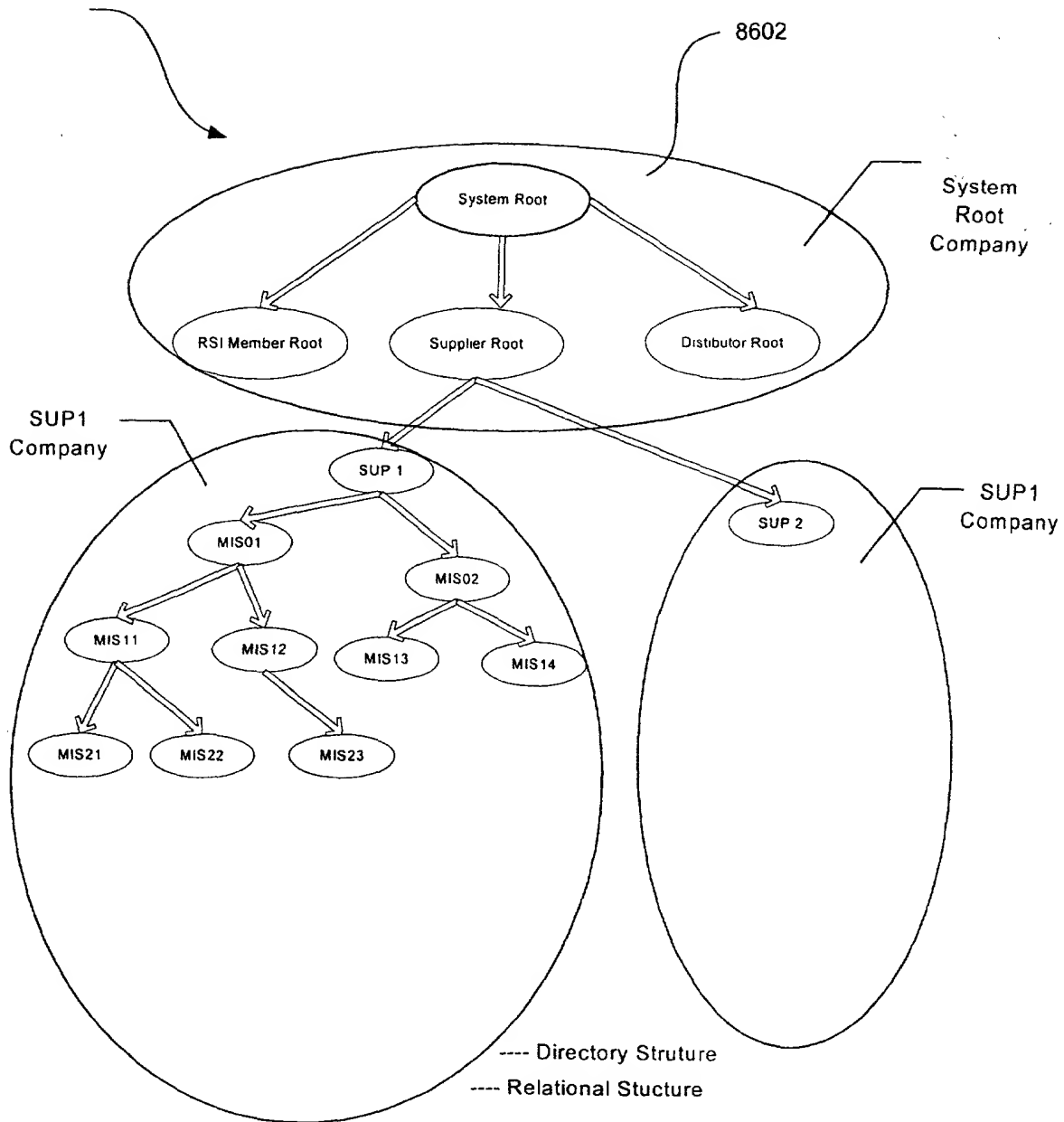
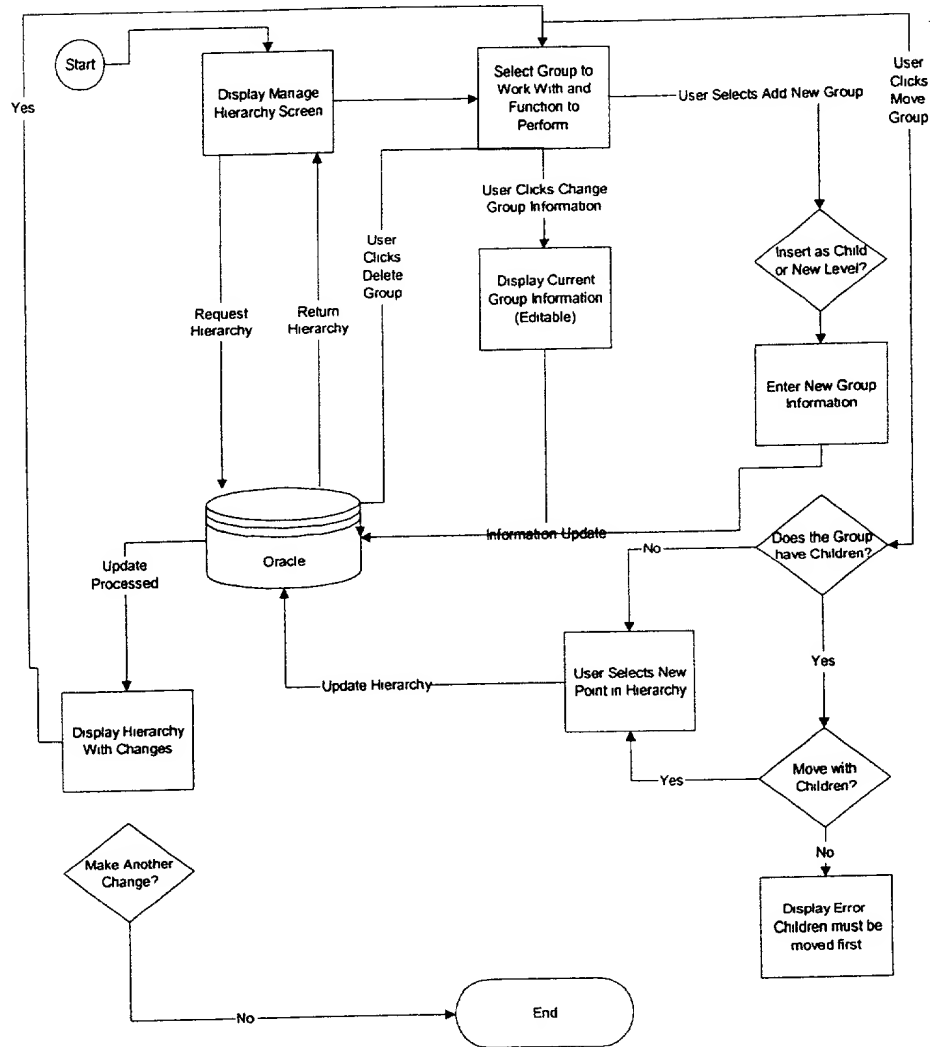


Fig. 86

8700

**Group Hierarchy Management: Data Flow****Fig. 87**

8800

8804

8802

8800

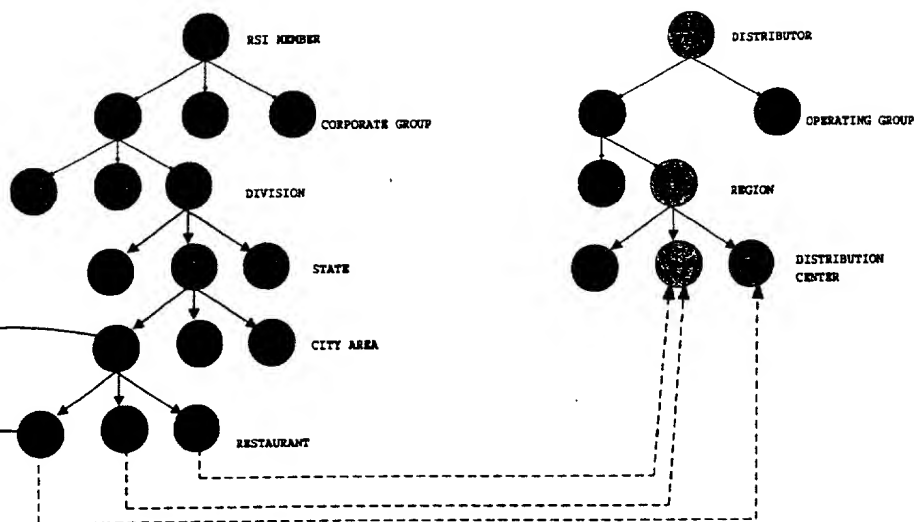


Fig. 88



8902

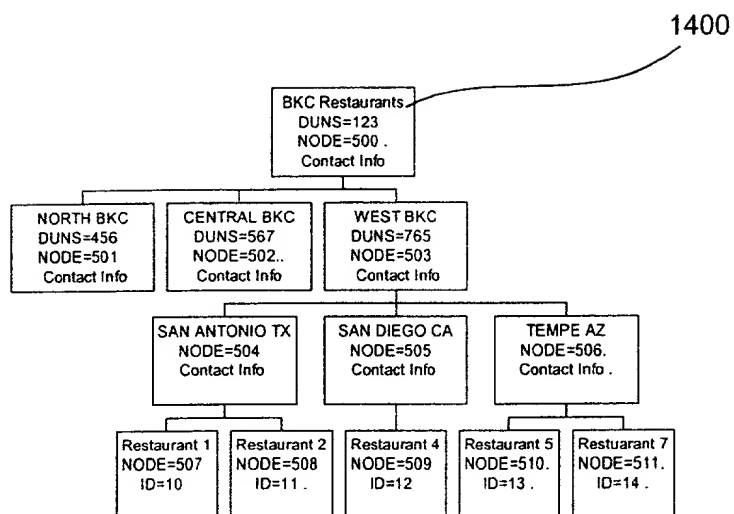


Fig. 89

9000

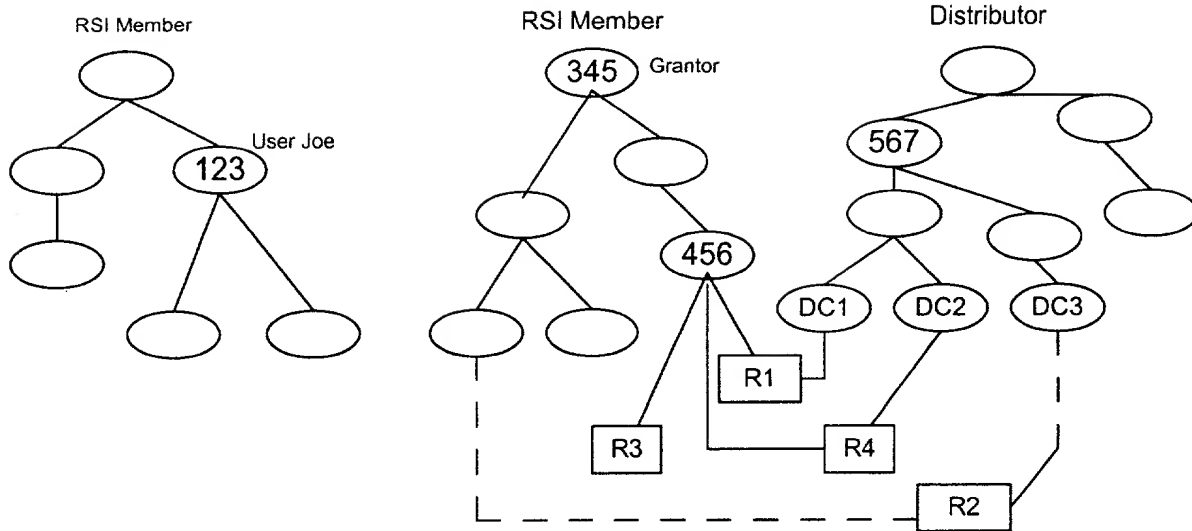


FIG. 90

9100

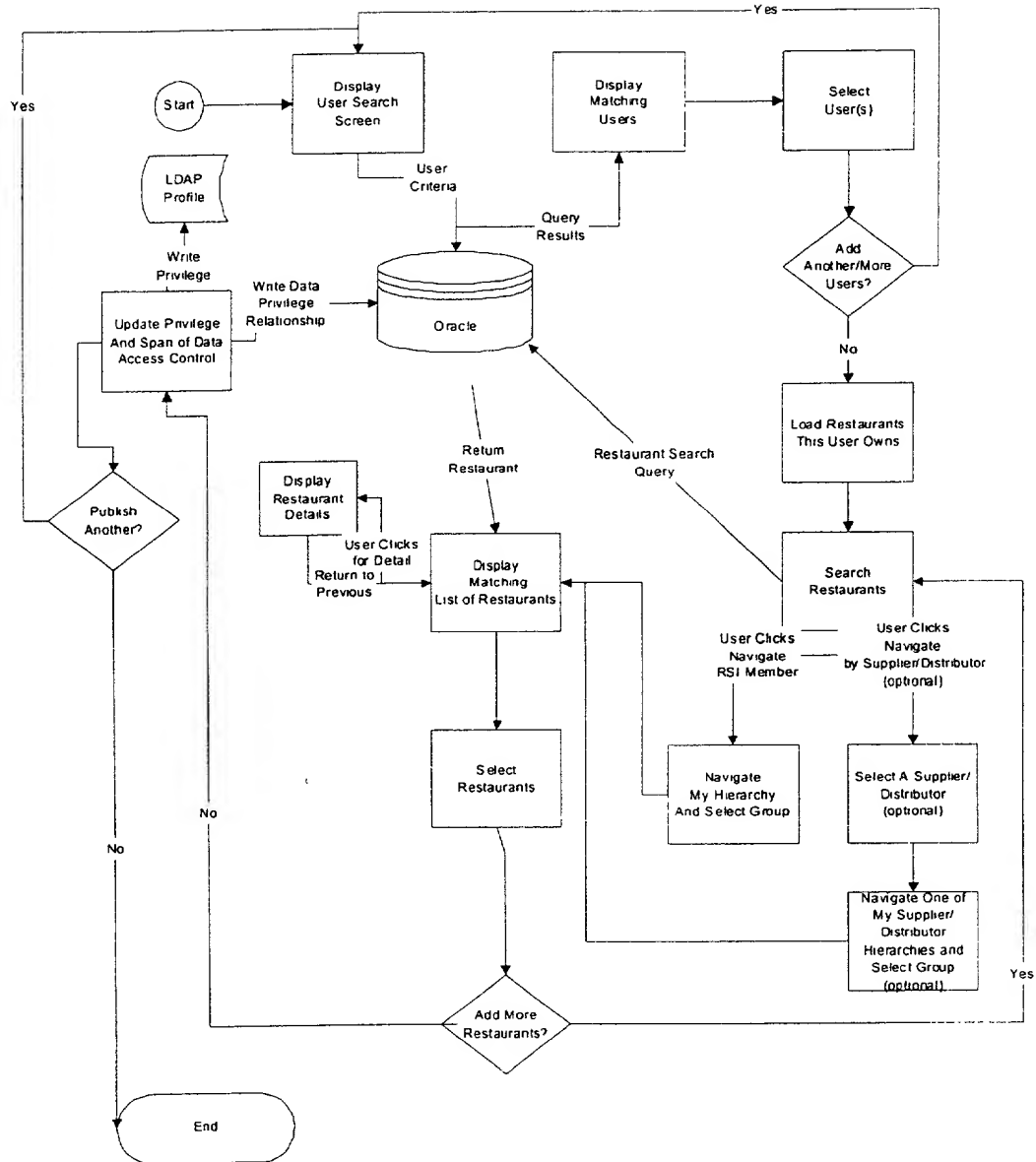
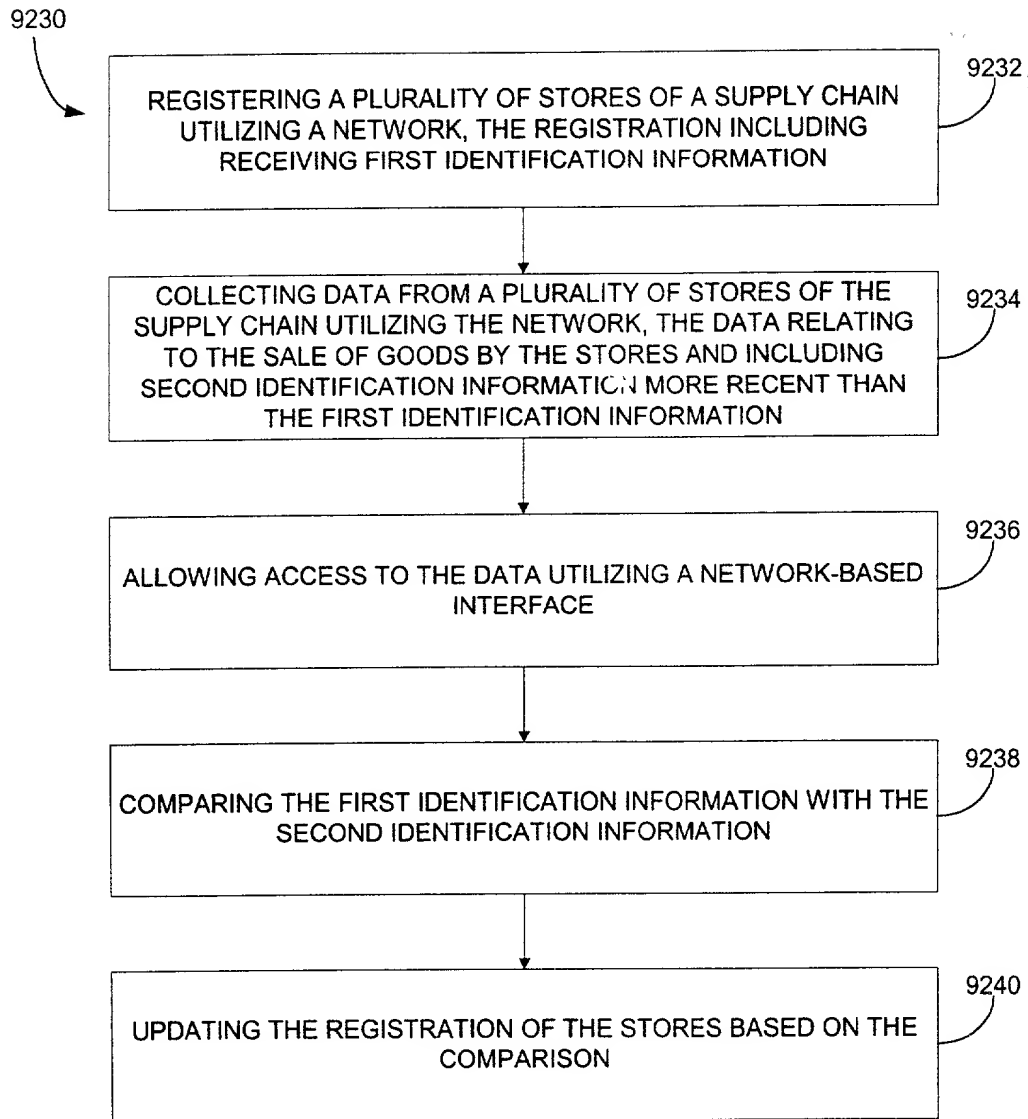
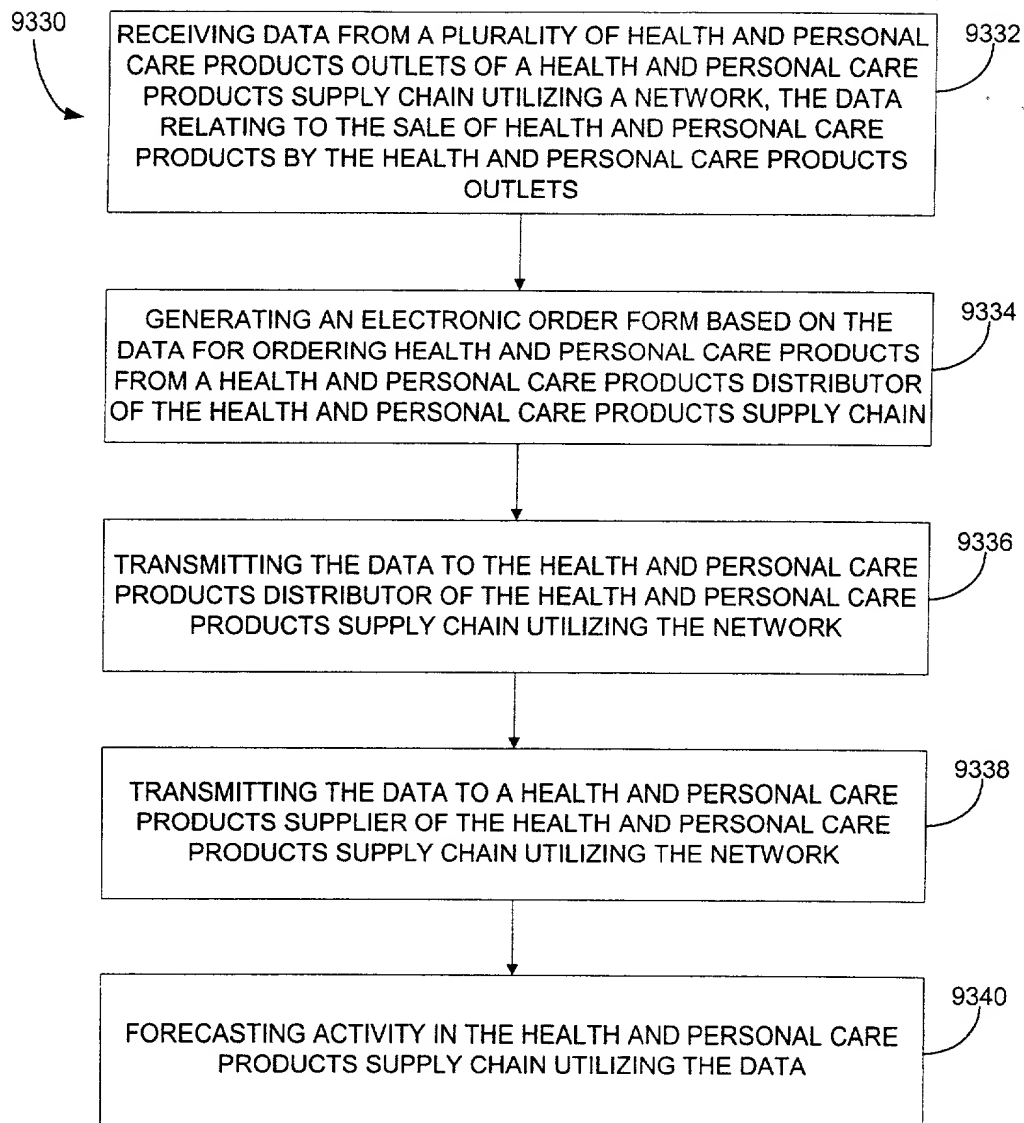


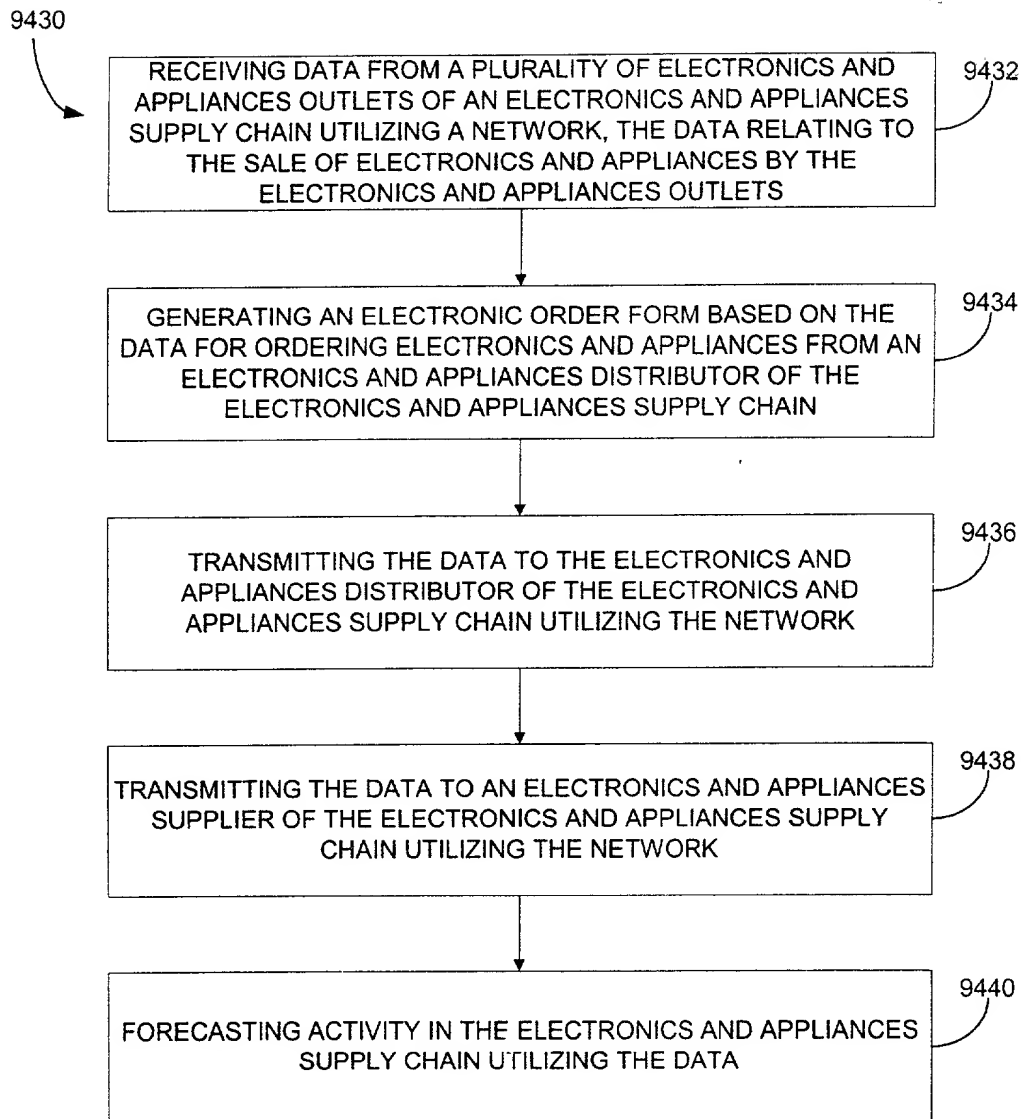
Fig. 91



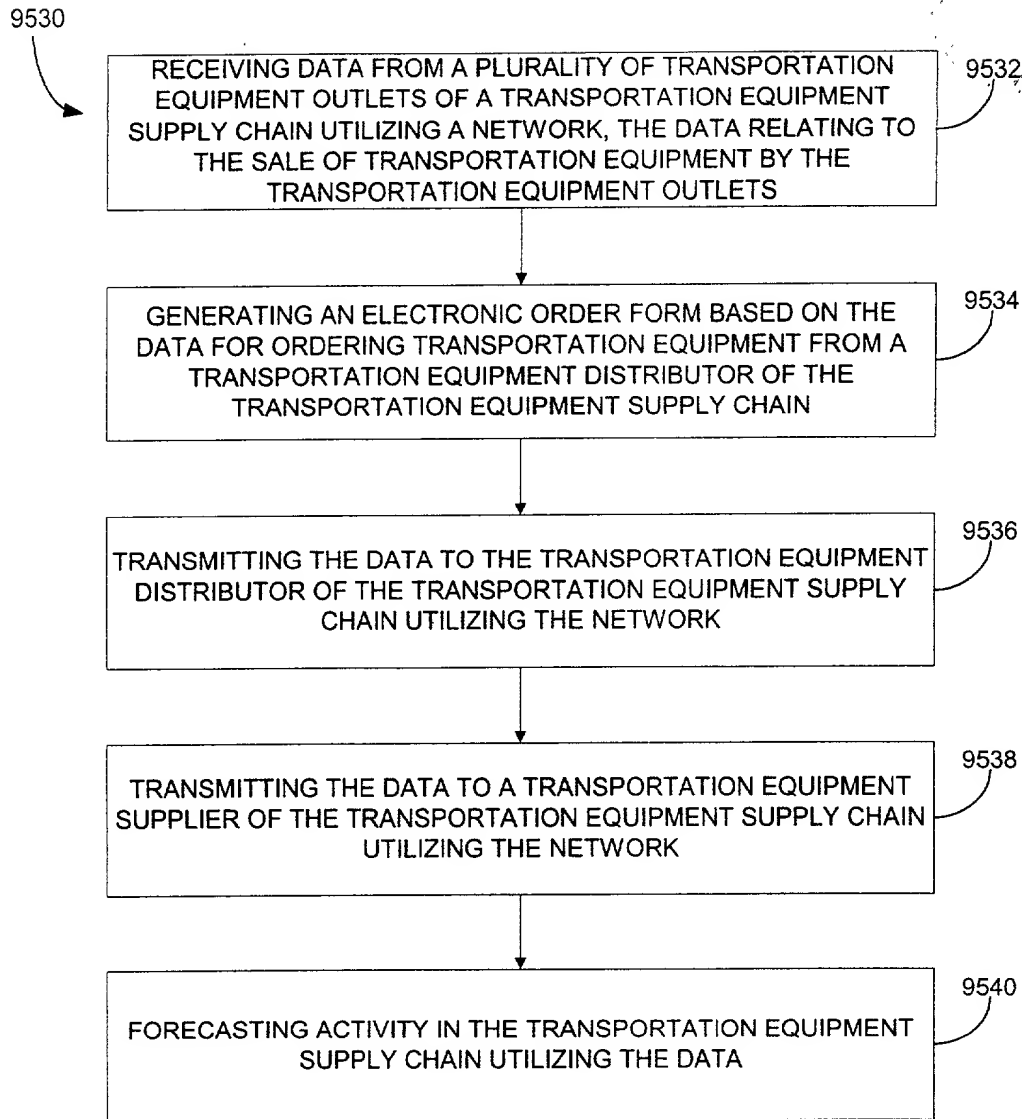
**FIG. 92**



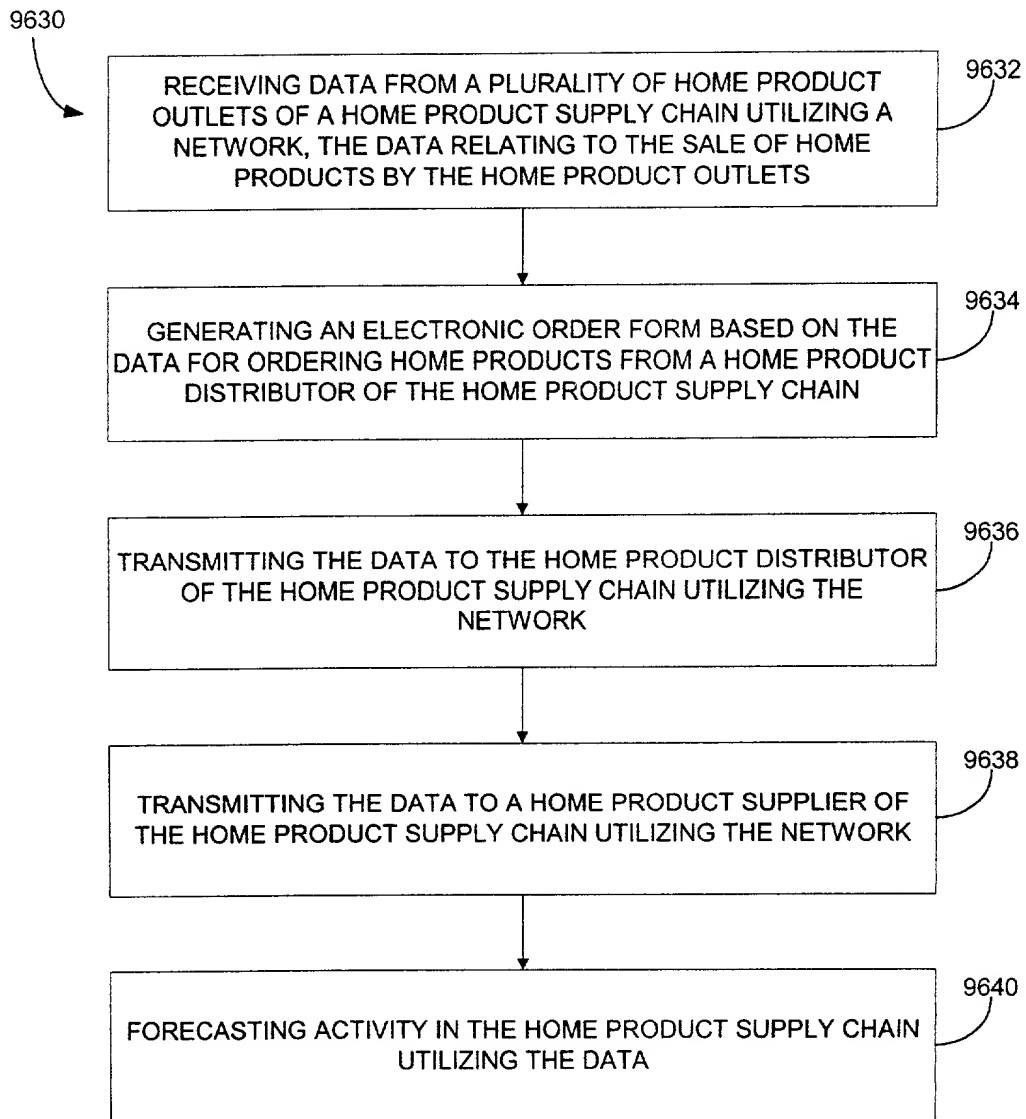
**FIG. 93**



**FIG. 94**

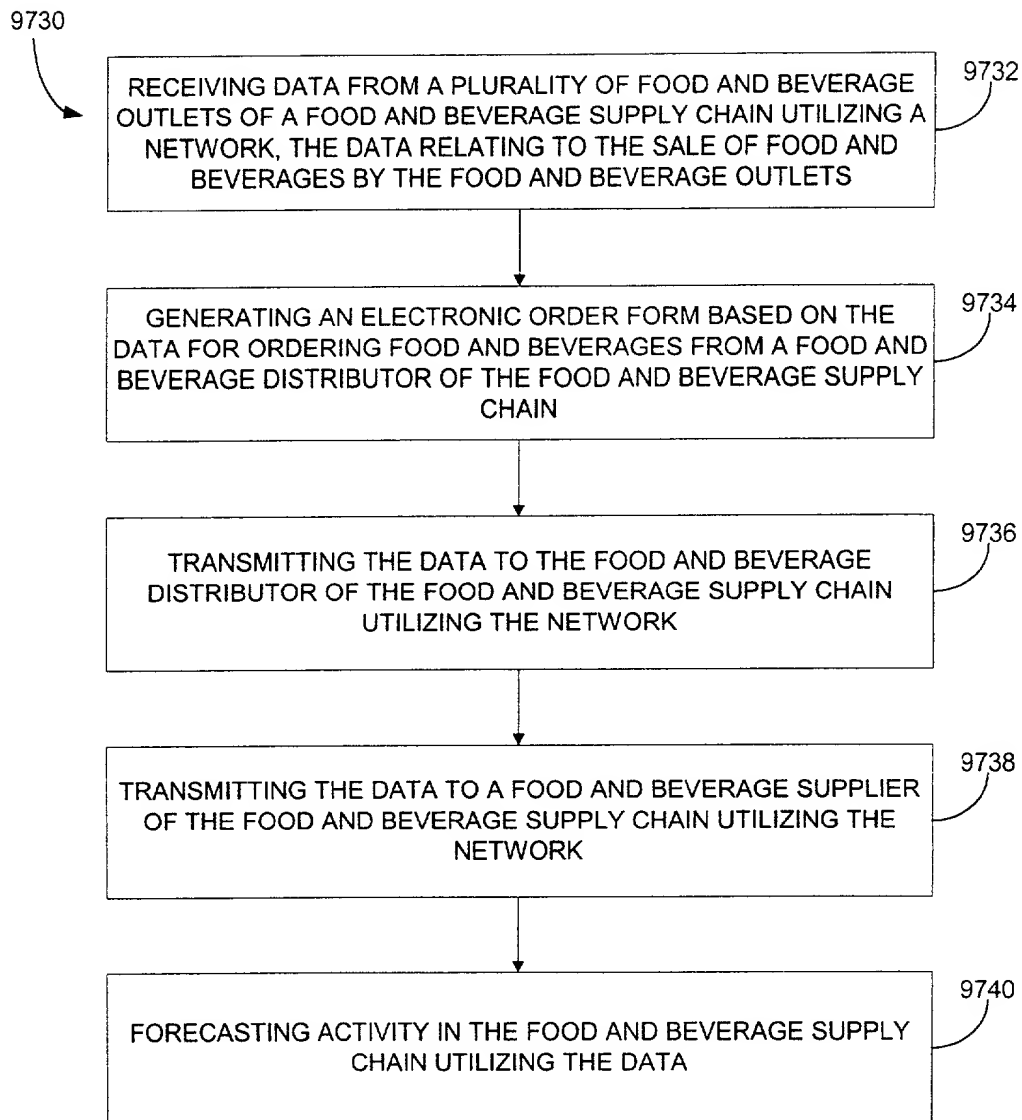


**FIG. 95**

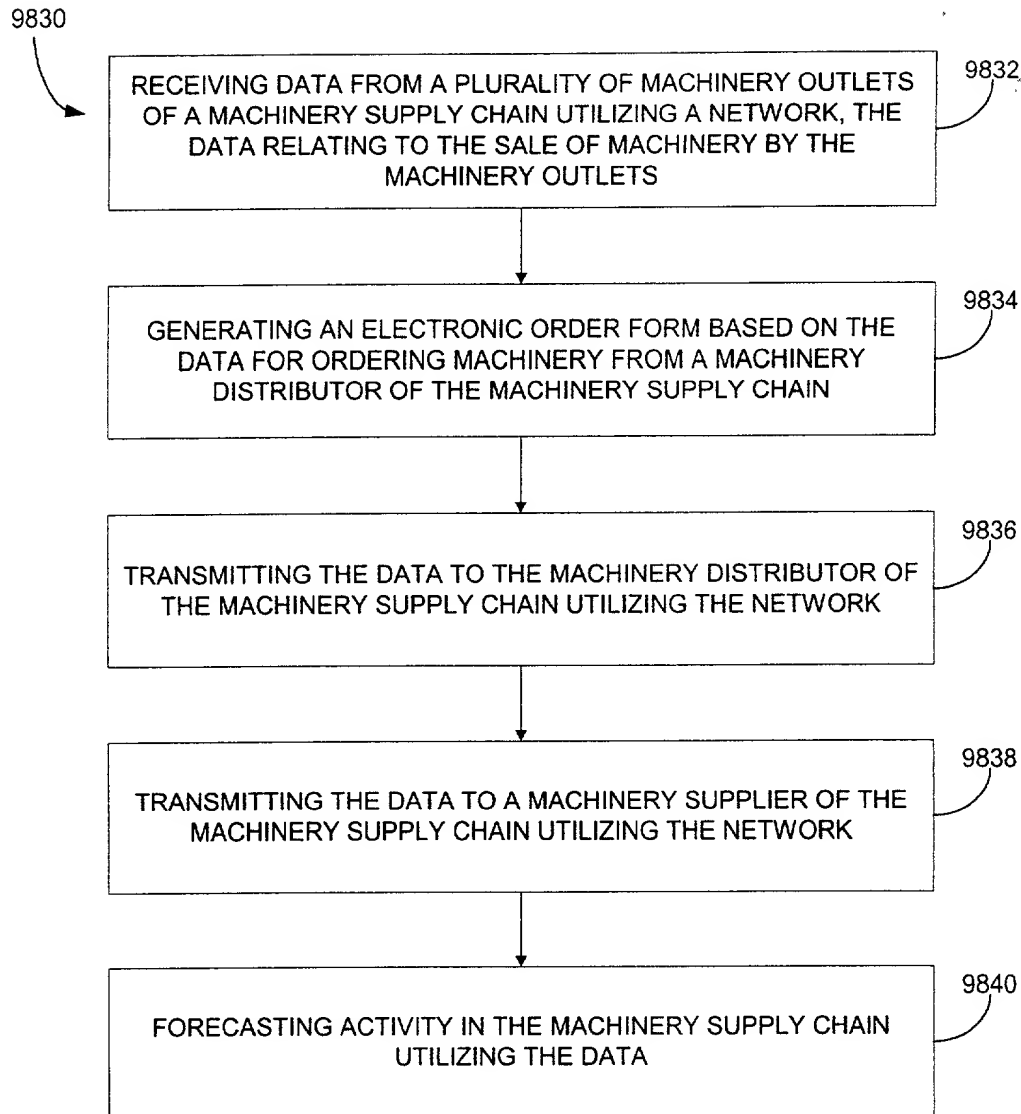


**FIG. 96**

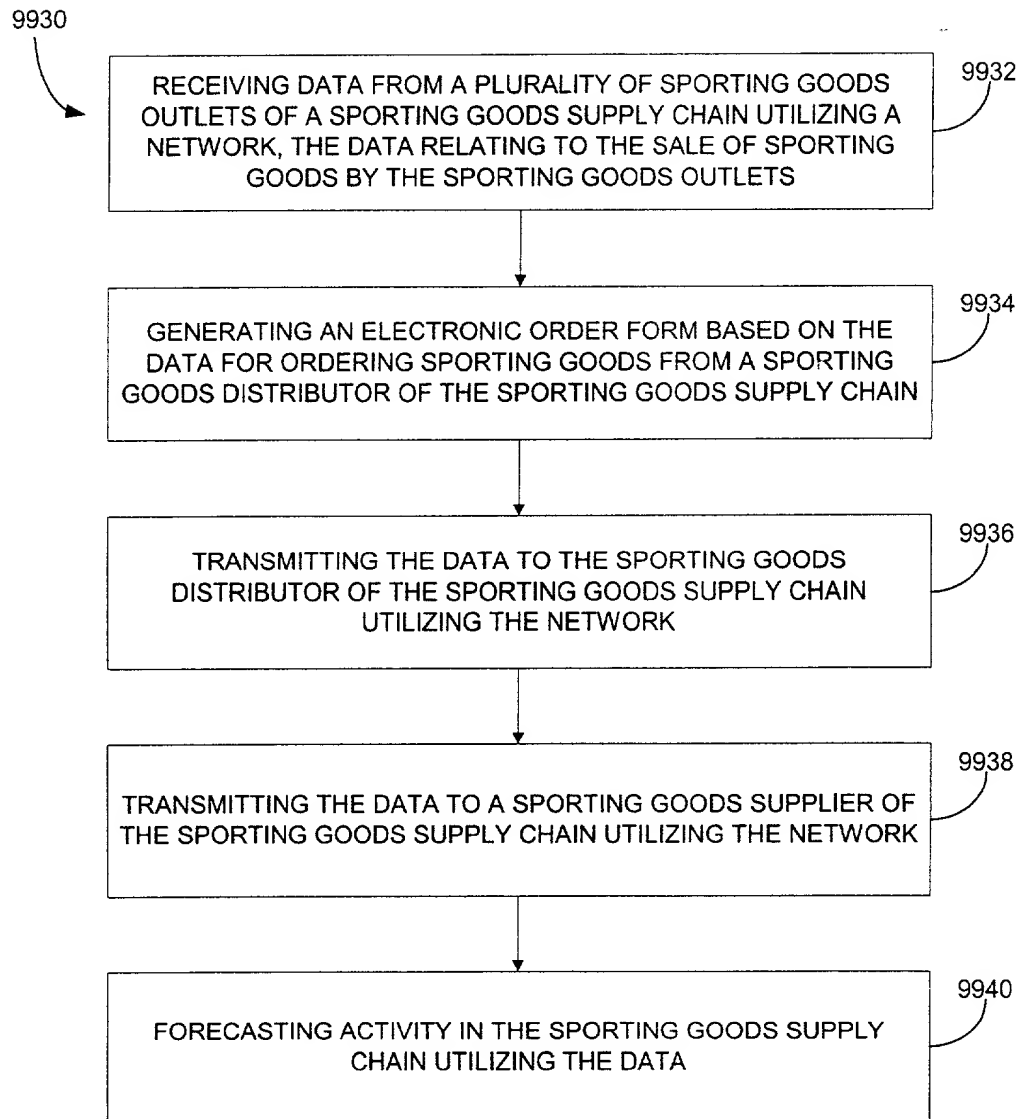




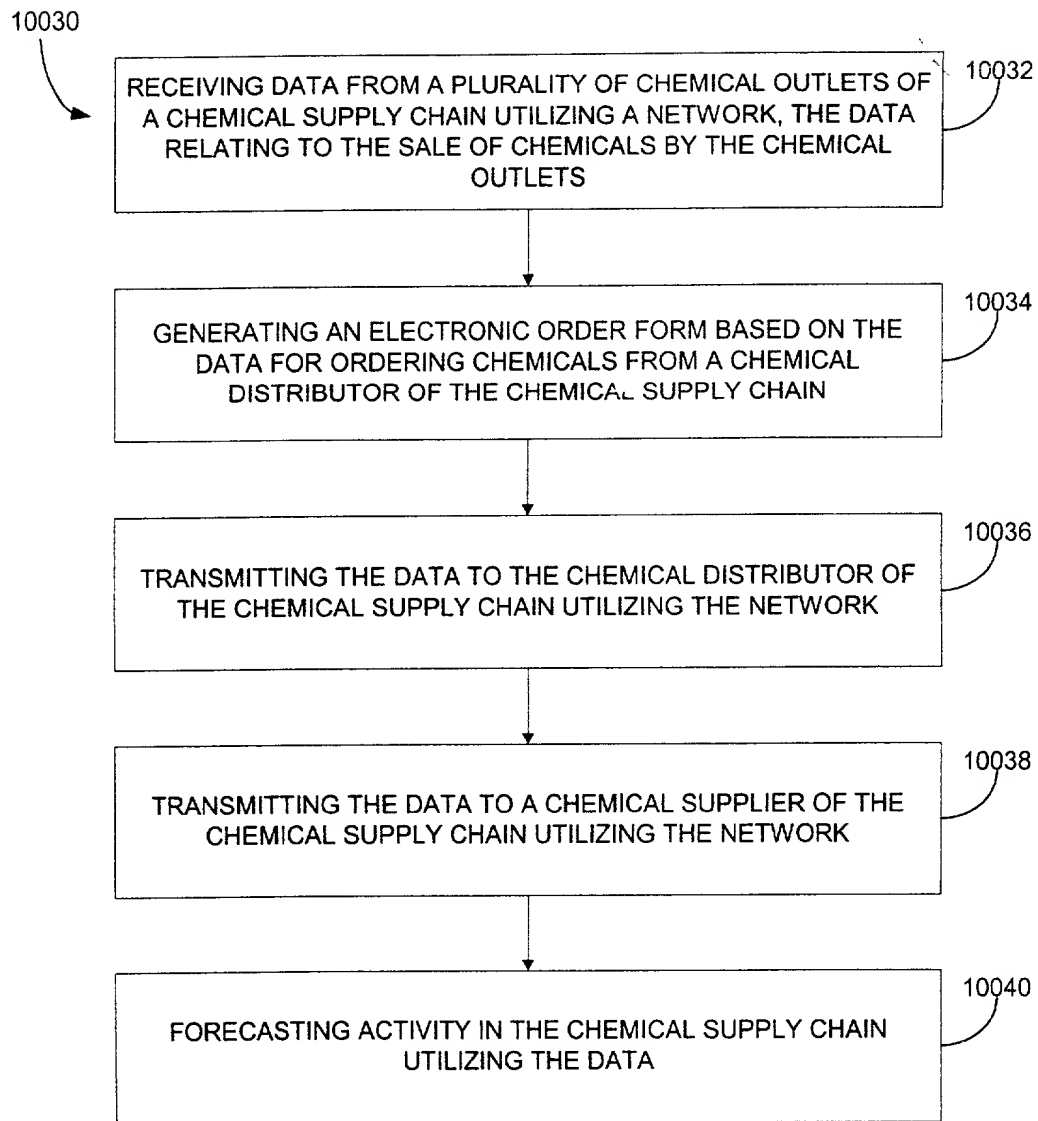
**FIG. 97**



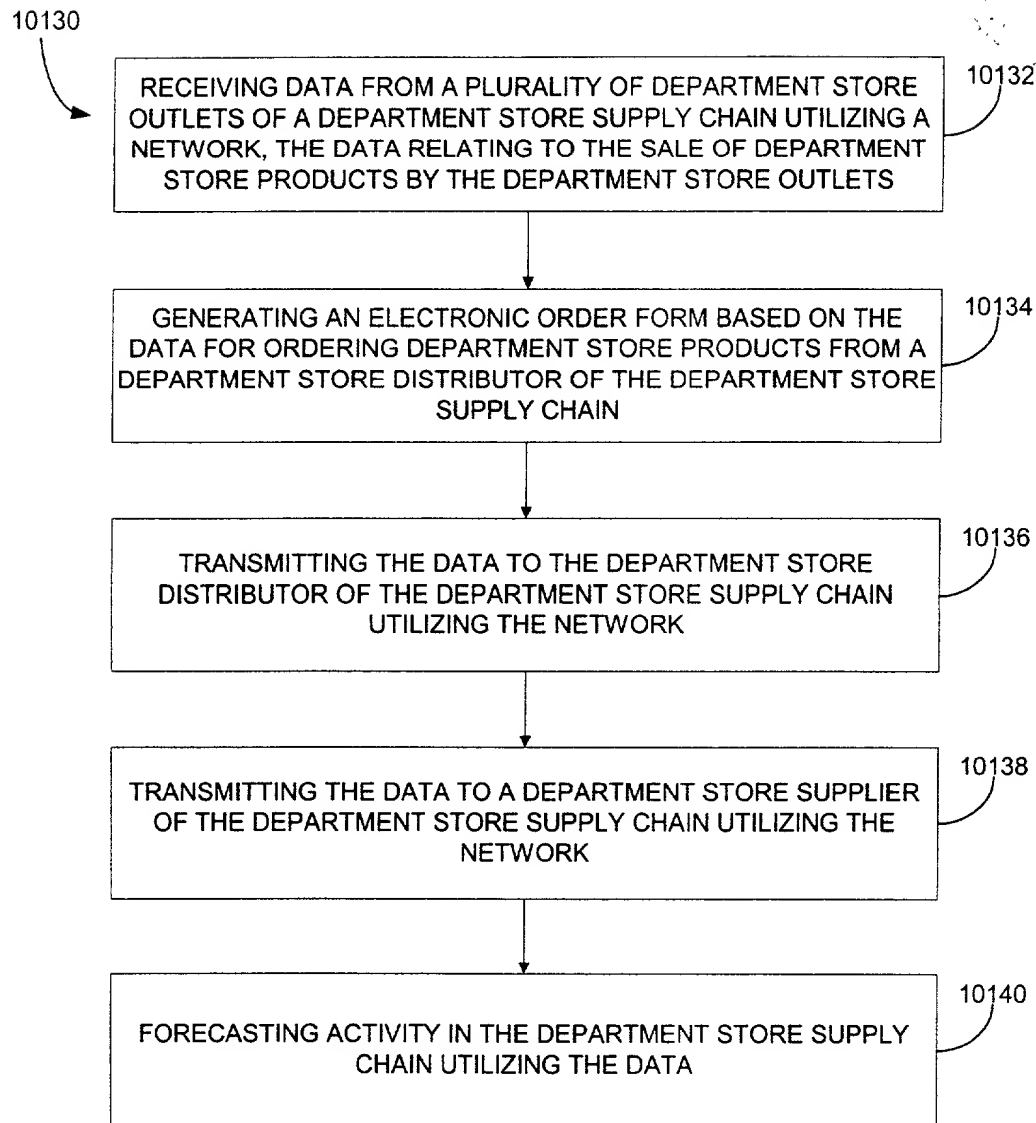
**FIG. 98**



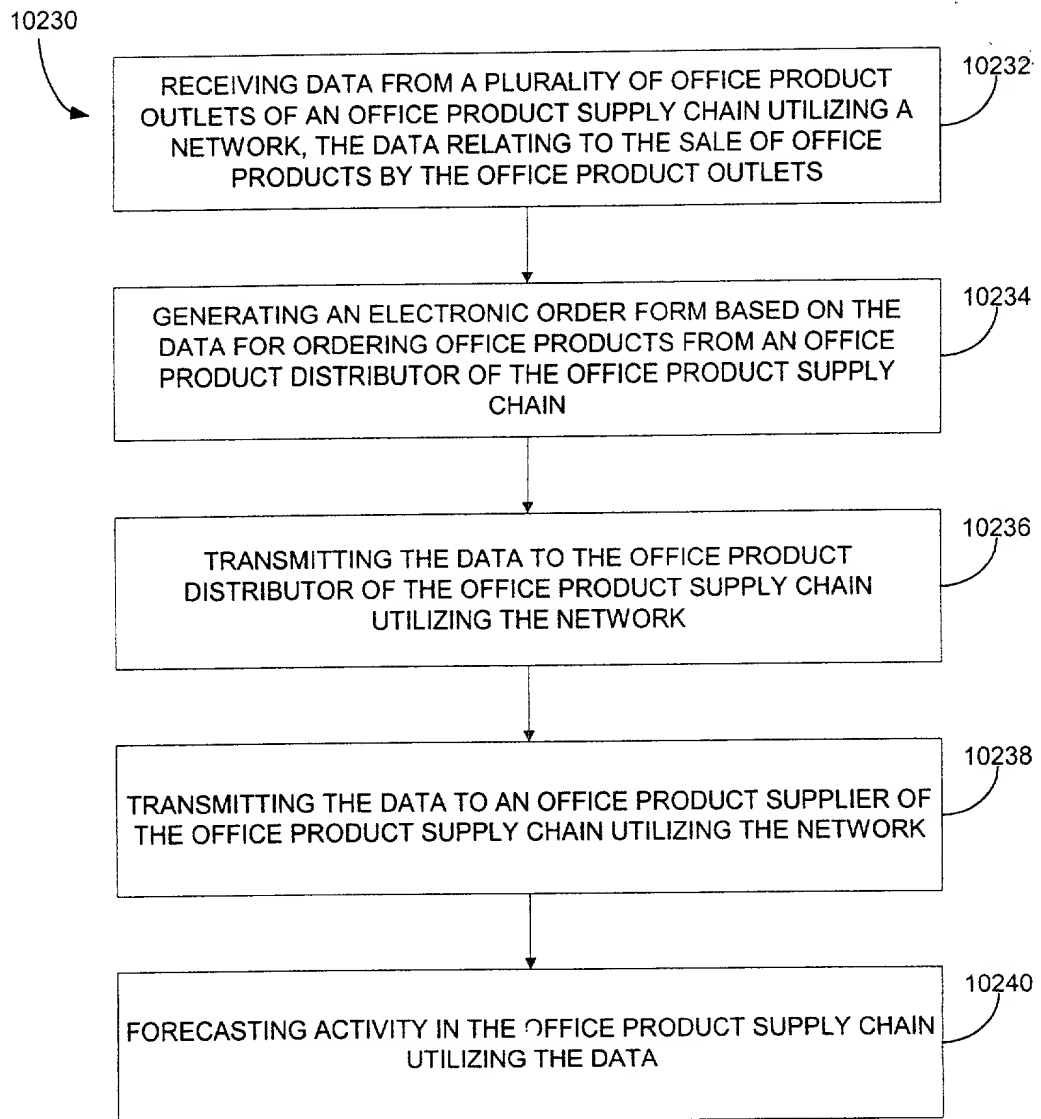
**FIG. 99**



**FIG. 100**

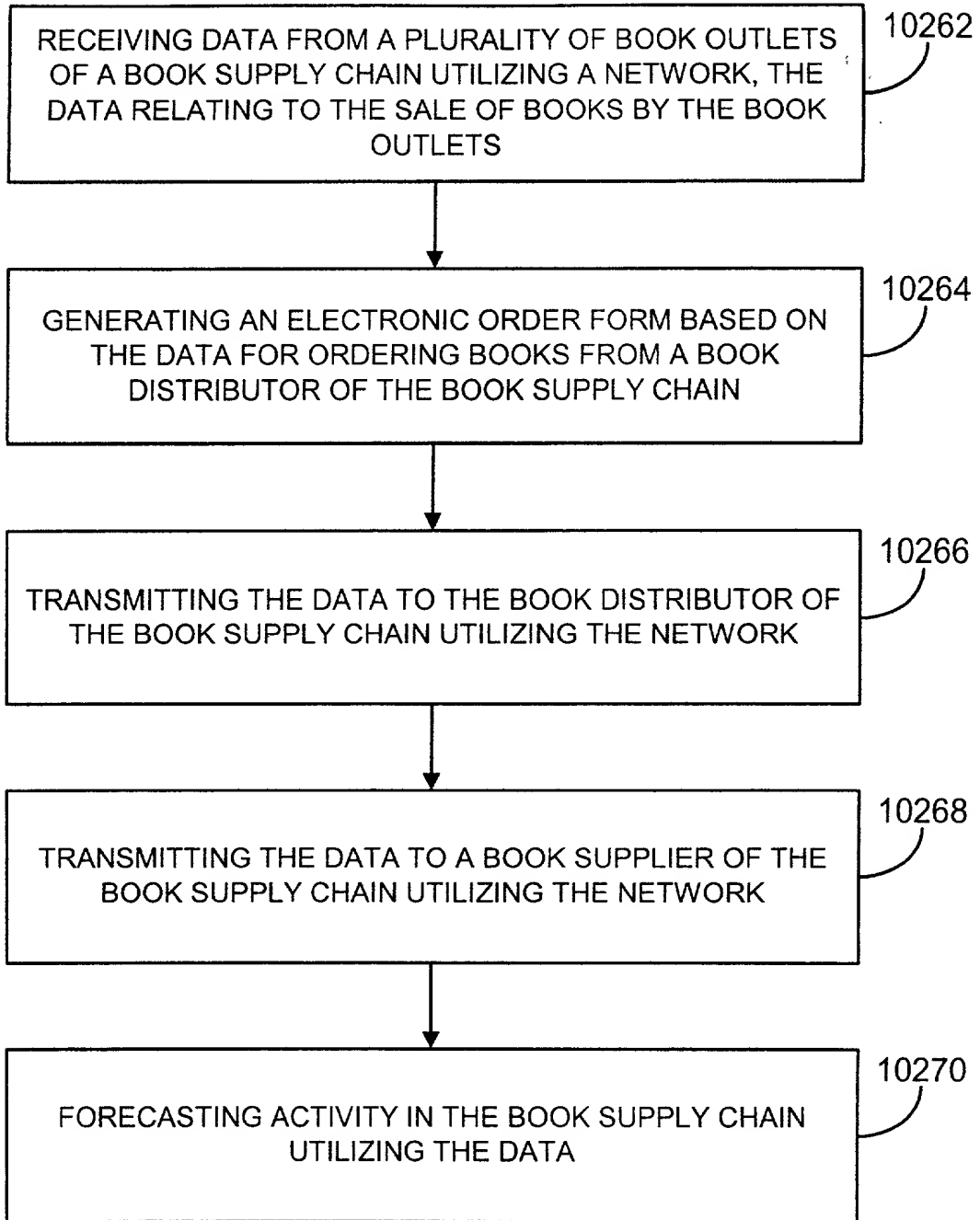


**FIG. 101**

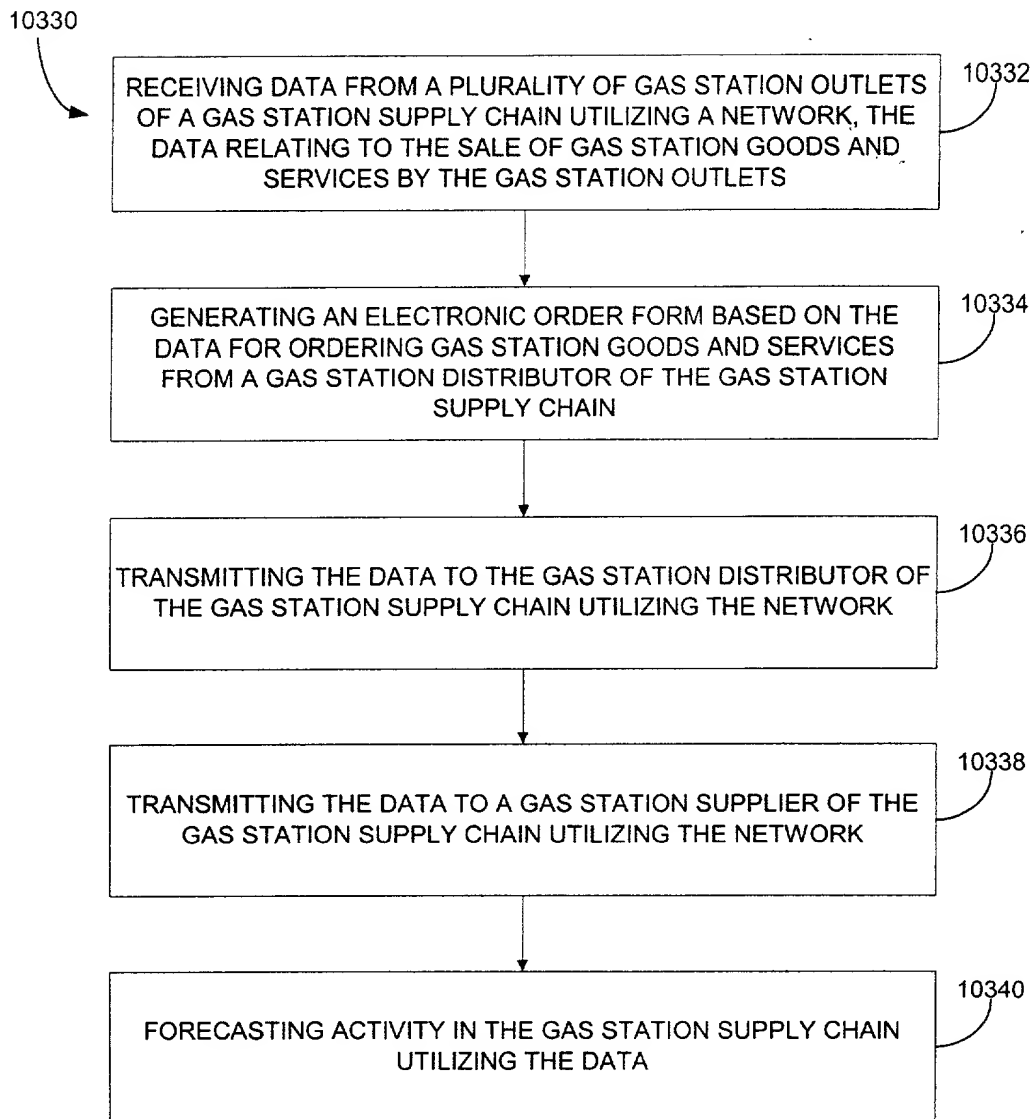


**FIG. 102A**

10260

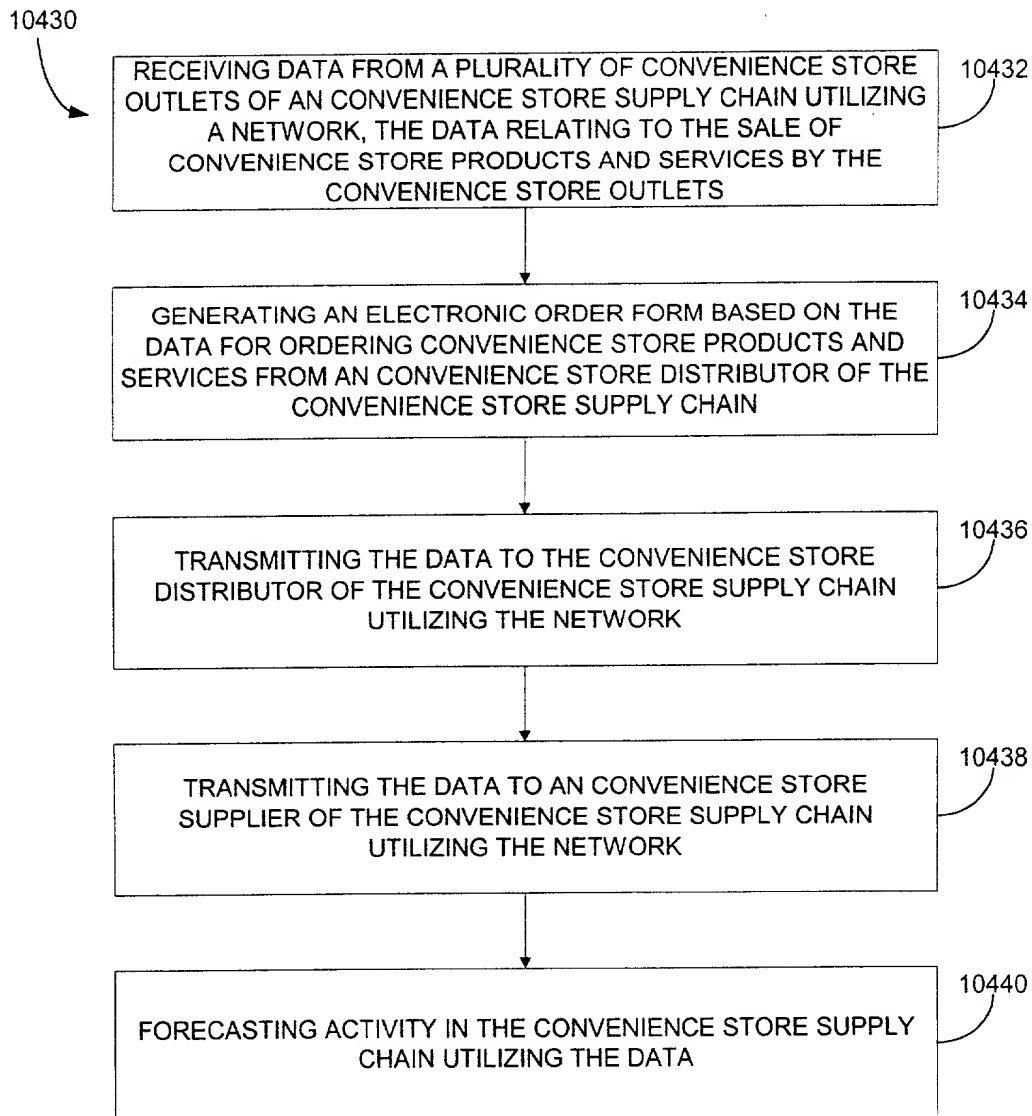


**FIG. 102B**



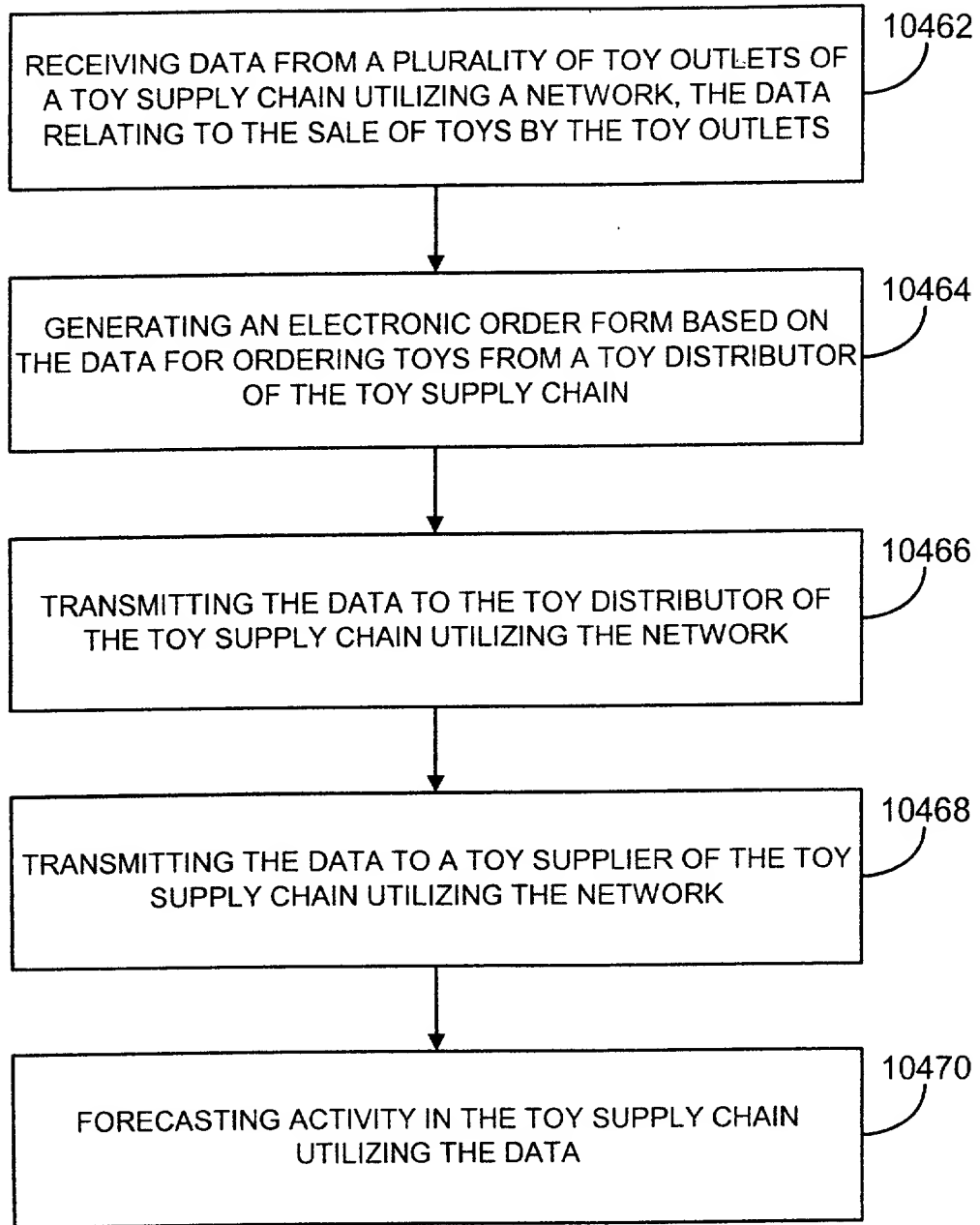
**FIG. 103**



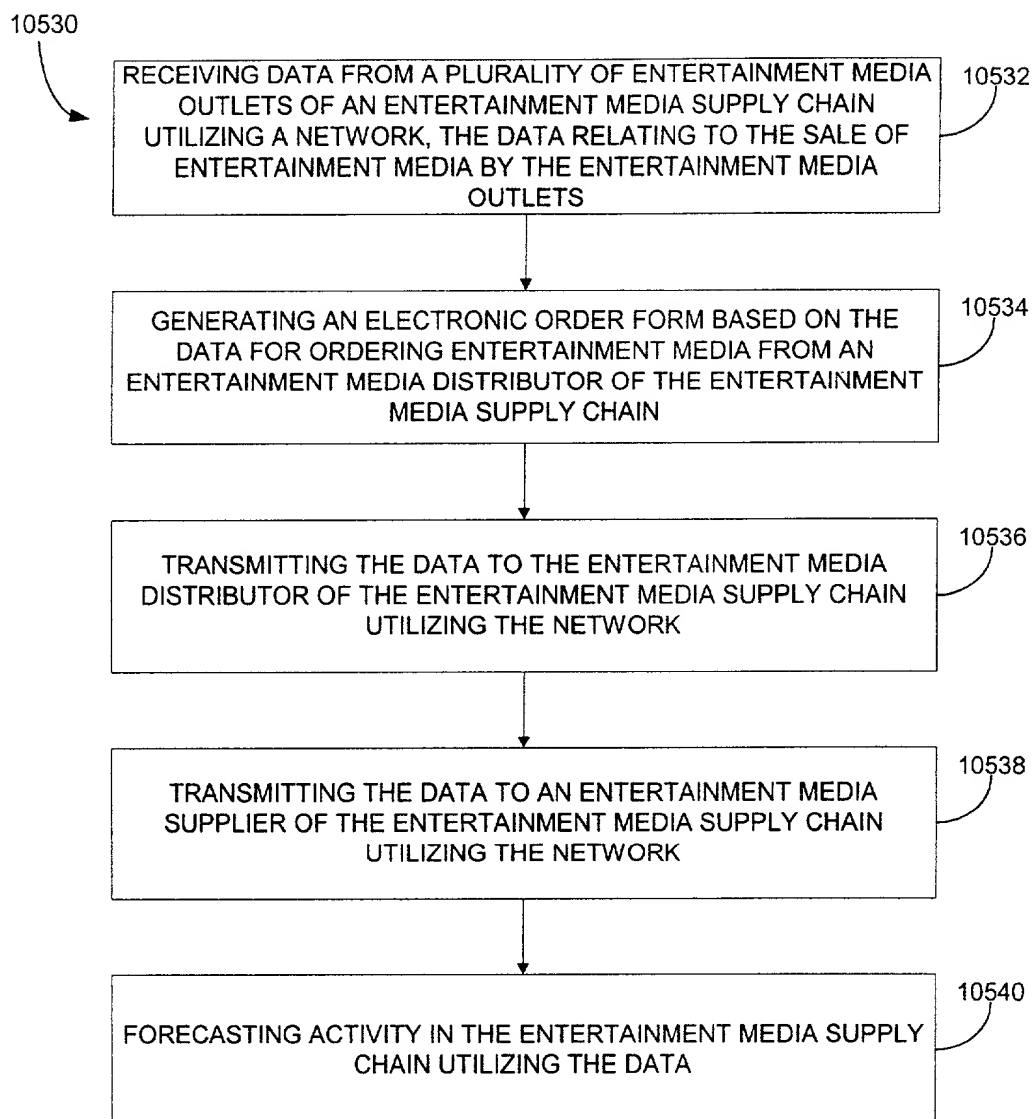


**FIG. 104A**

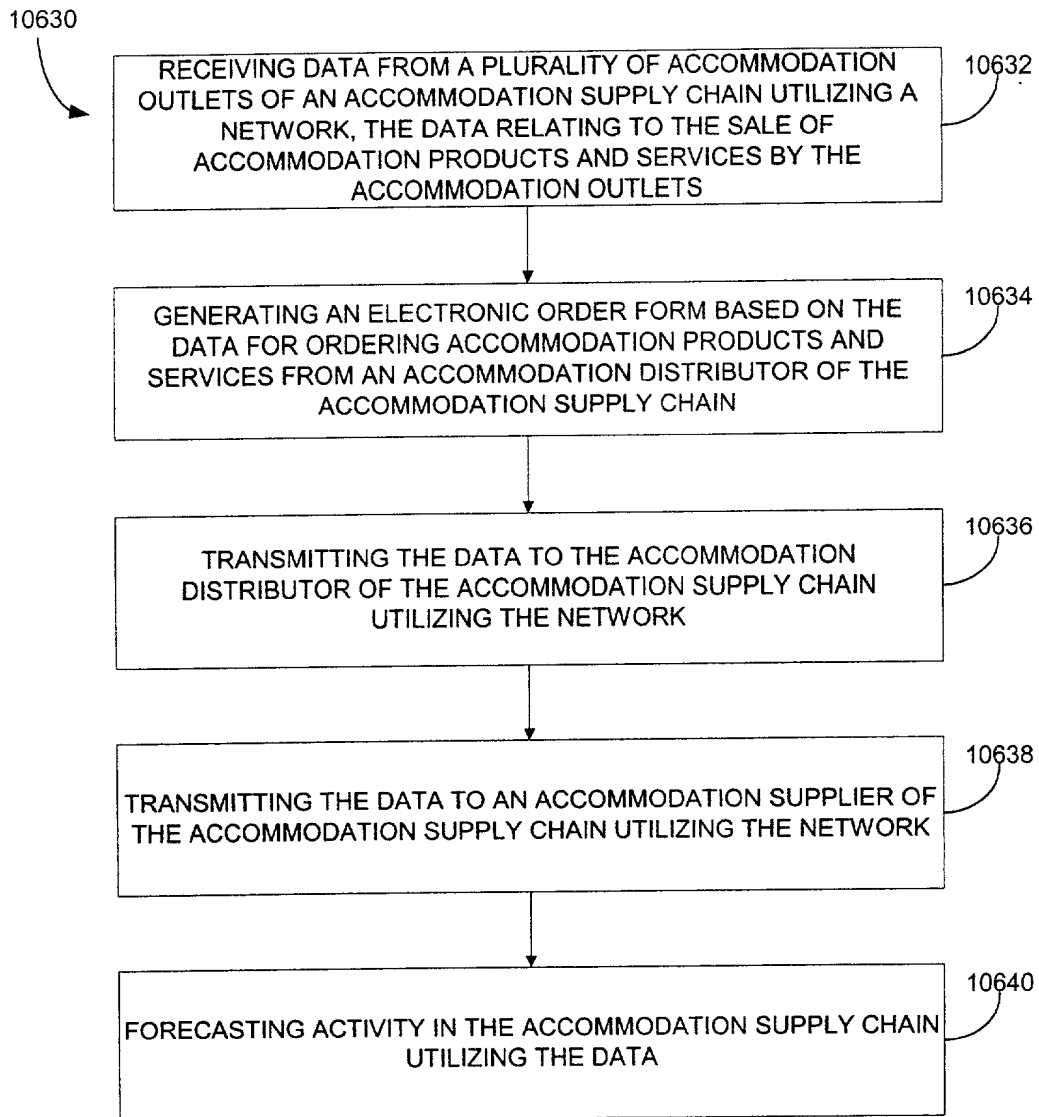
10460



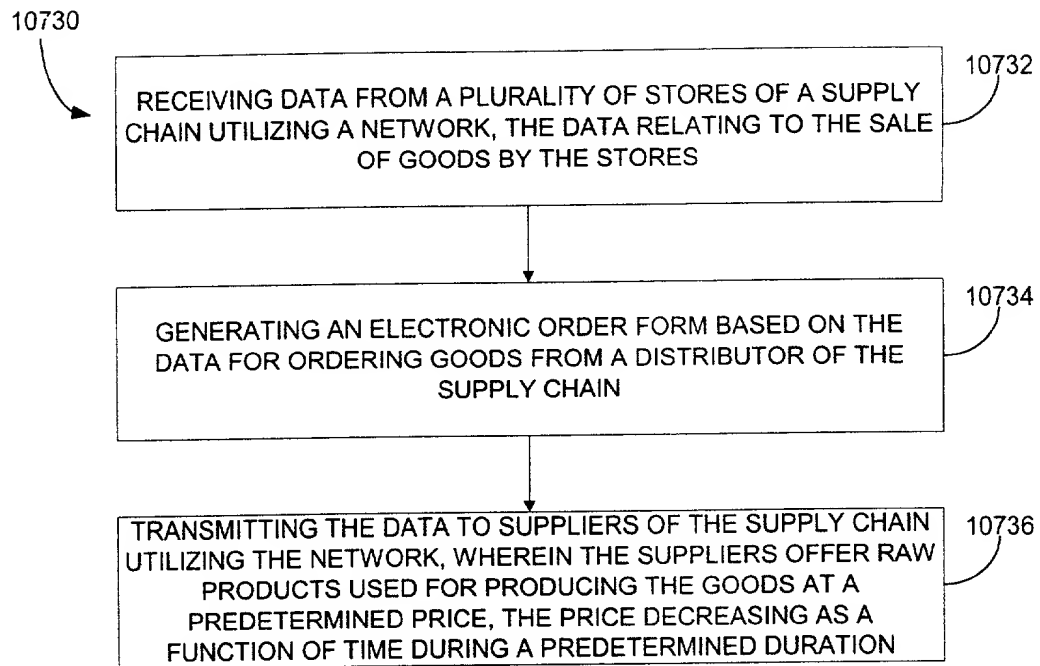
**FIG. 104B**



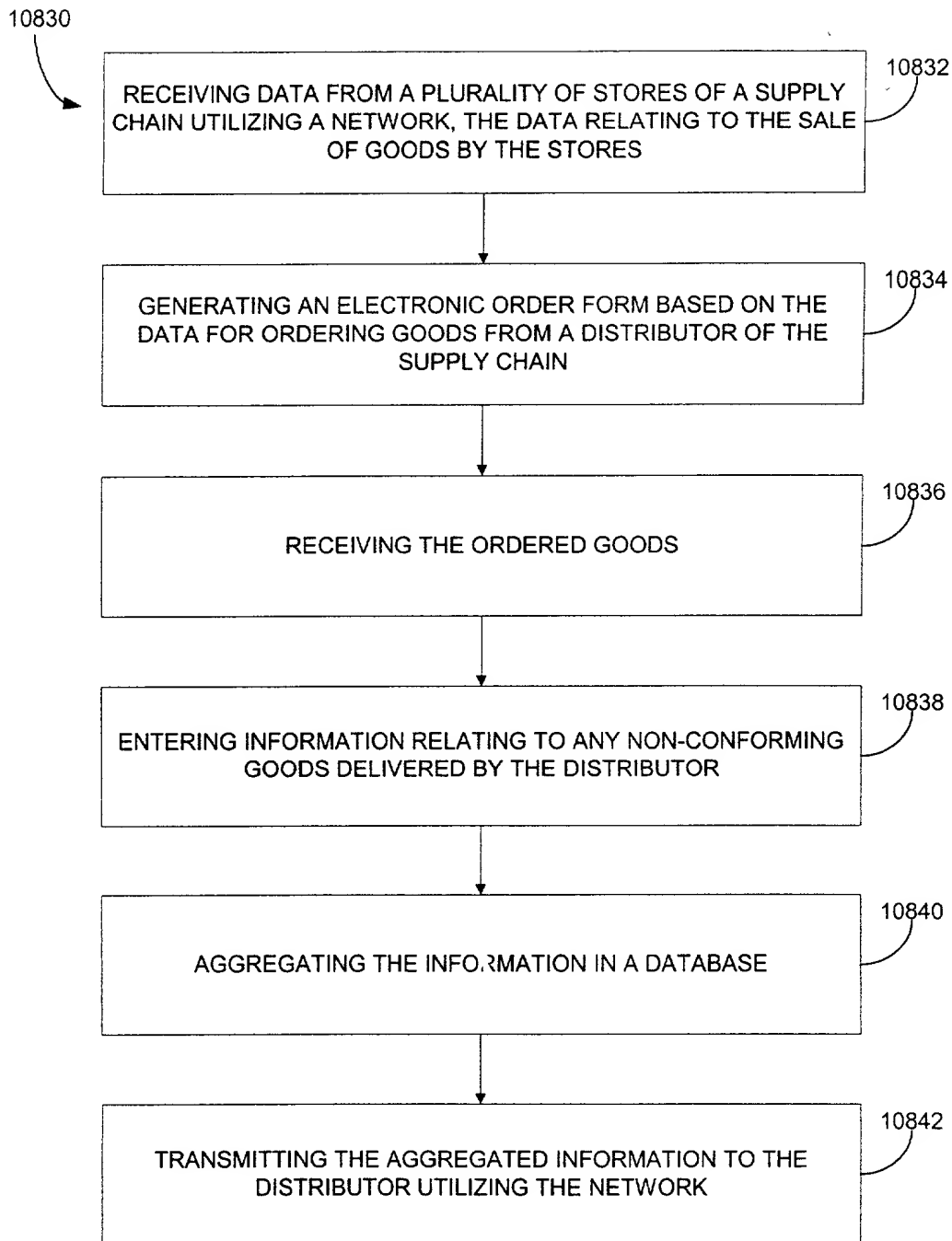
**FIG. 105**



**FIG. 106**

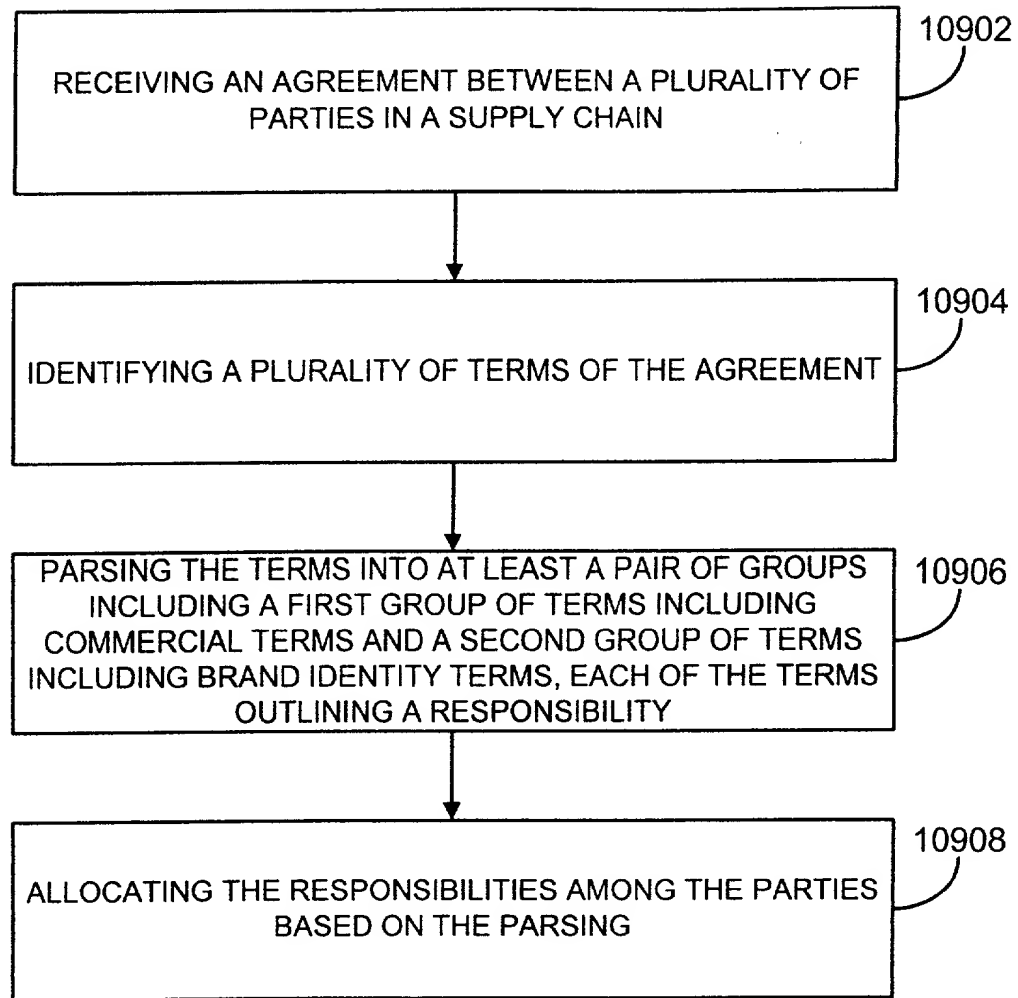


**FIG. 107**



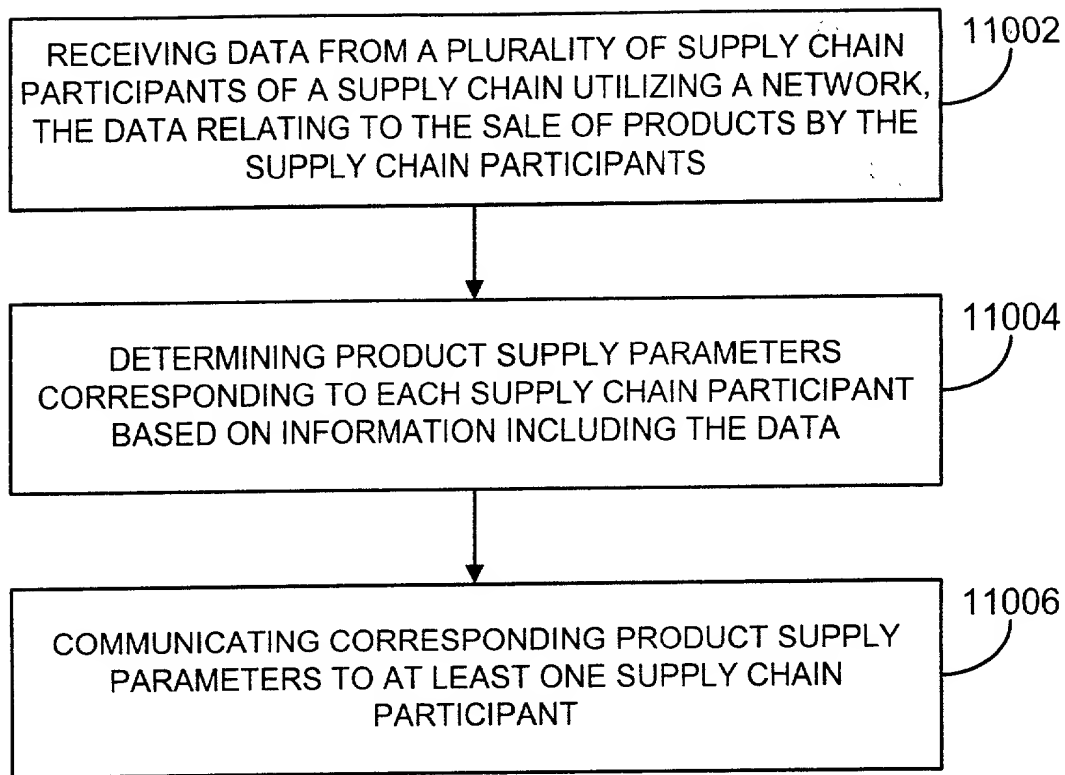
**FIG. 108**

10900



**FIG. 109**

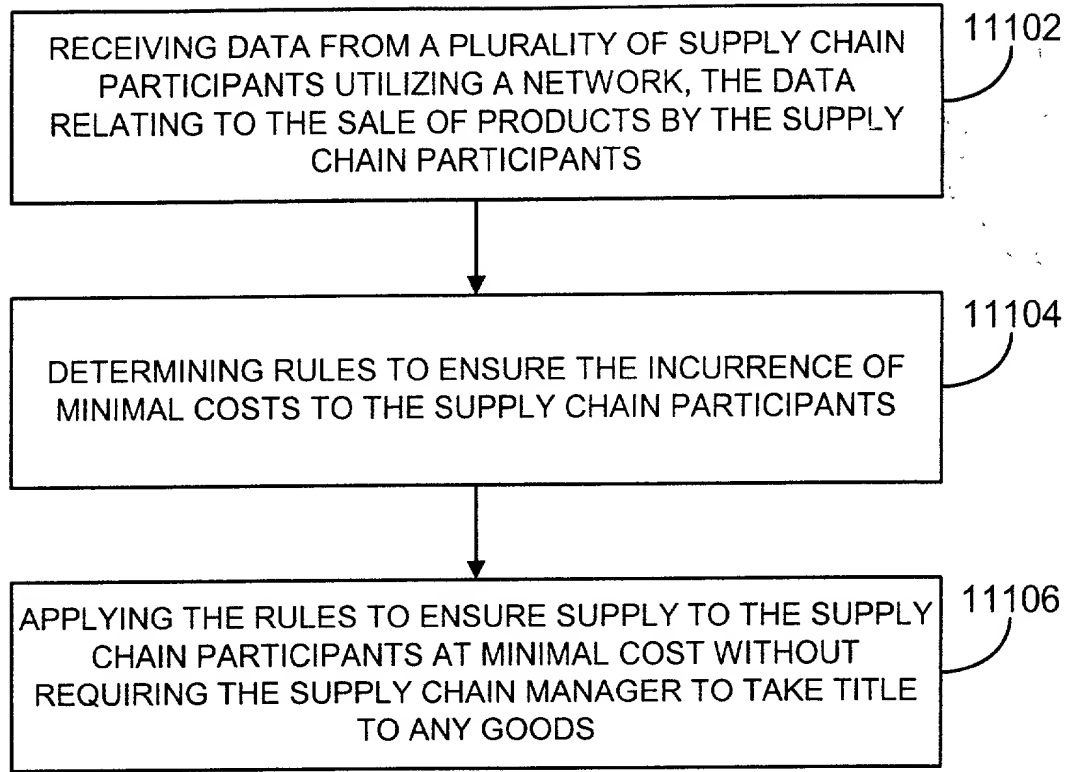
11000



**FIG. 110**

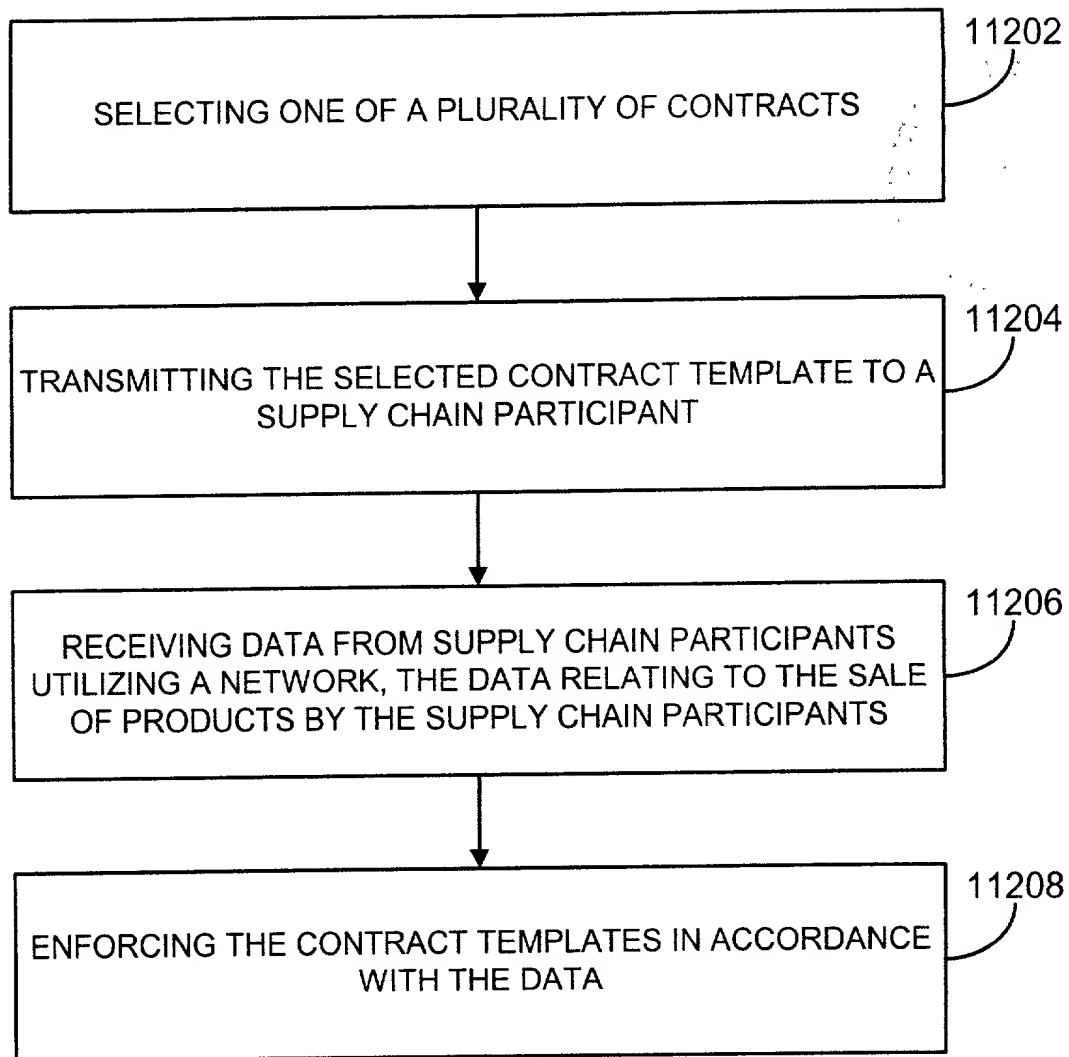


11100



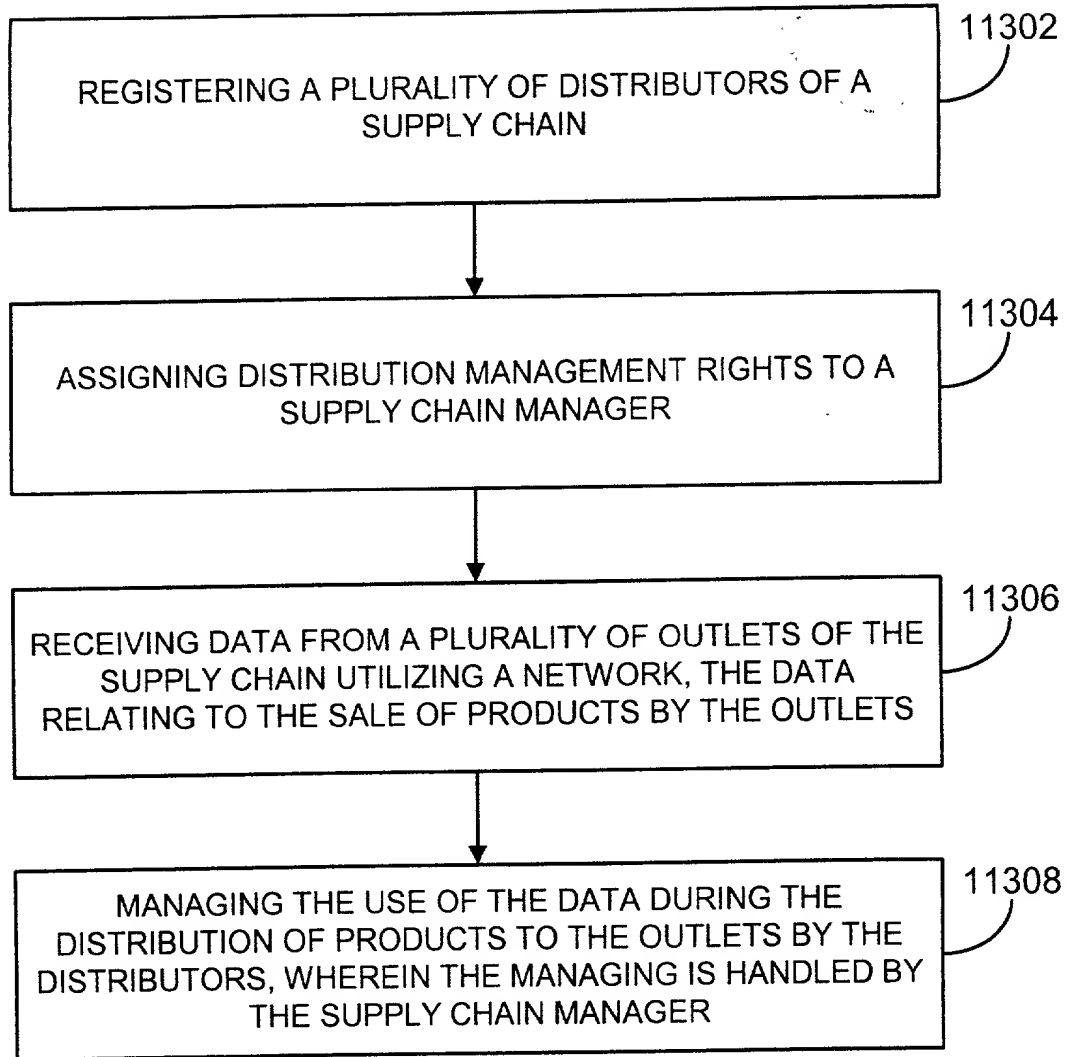
**FIG. 111**

11200



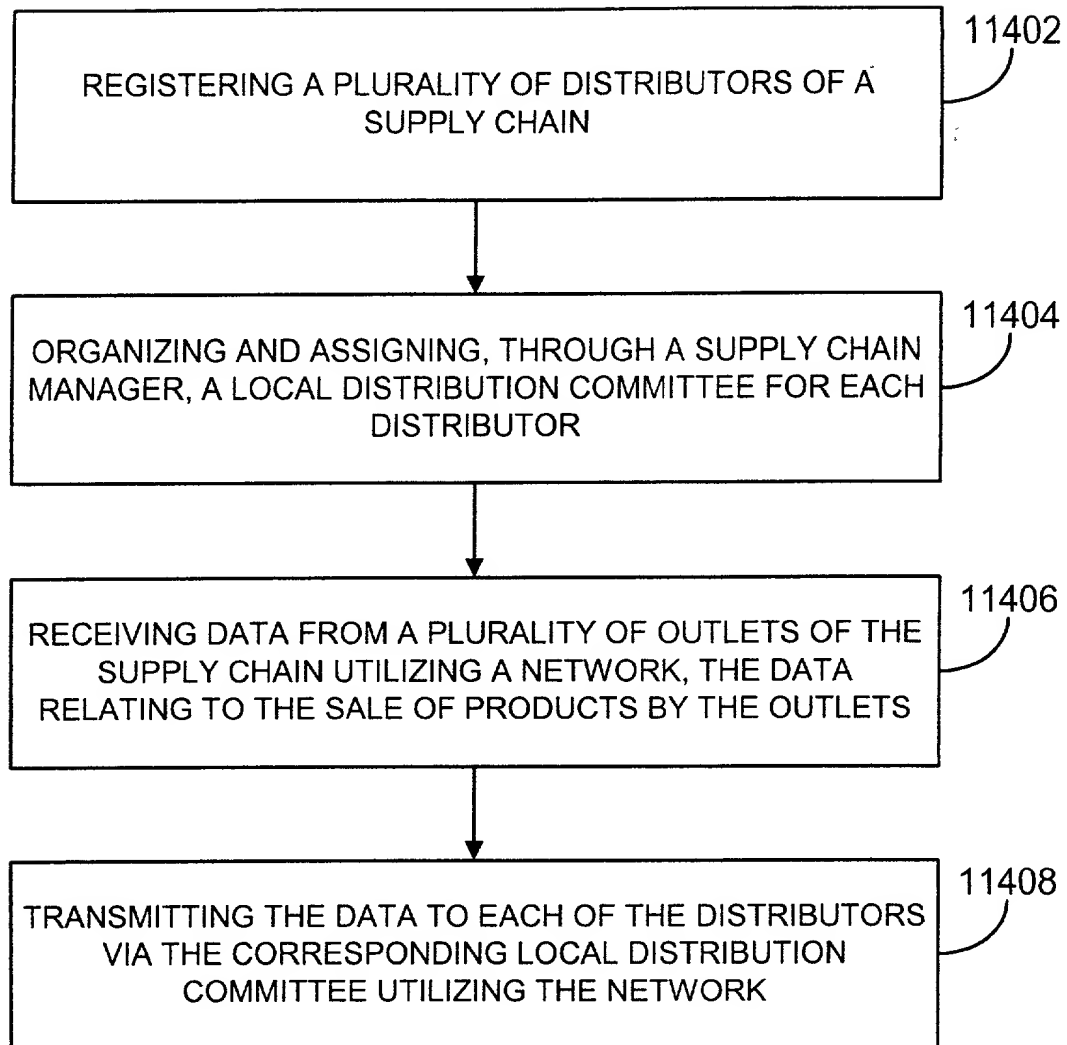
**FIG. 112**

11300



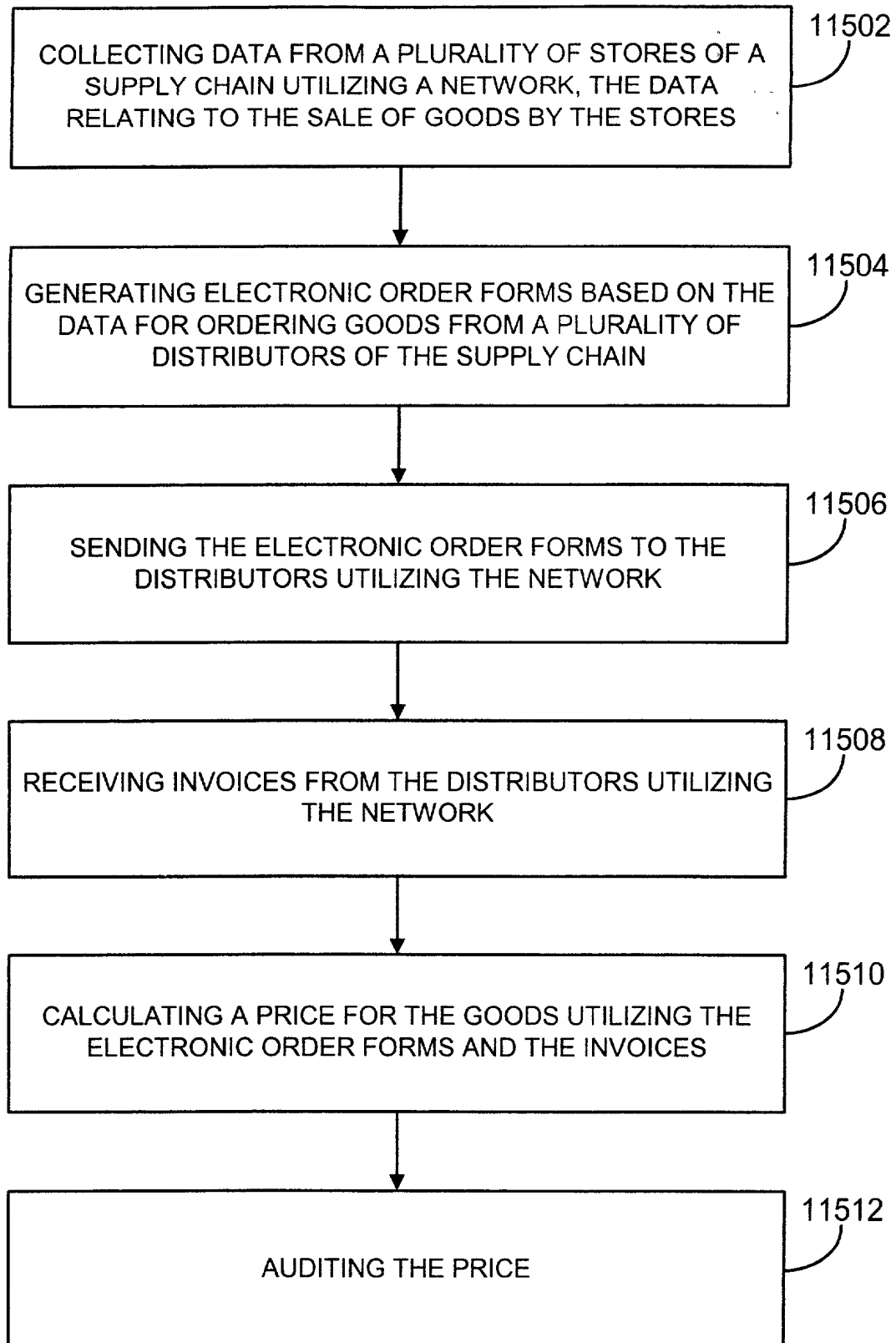
**FIG. 113**

11400



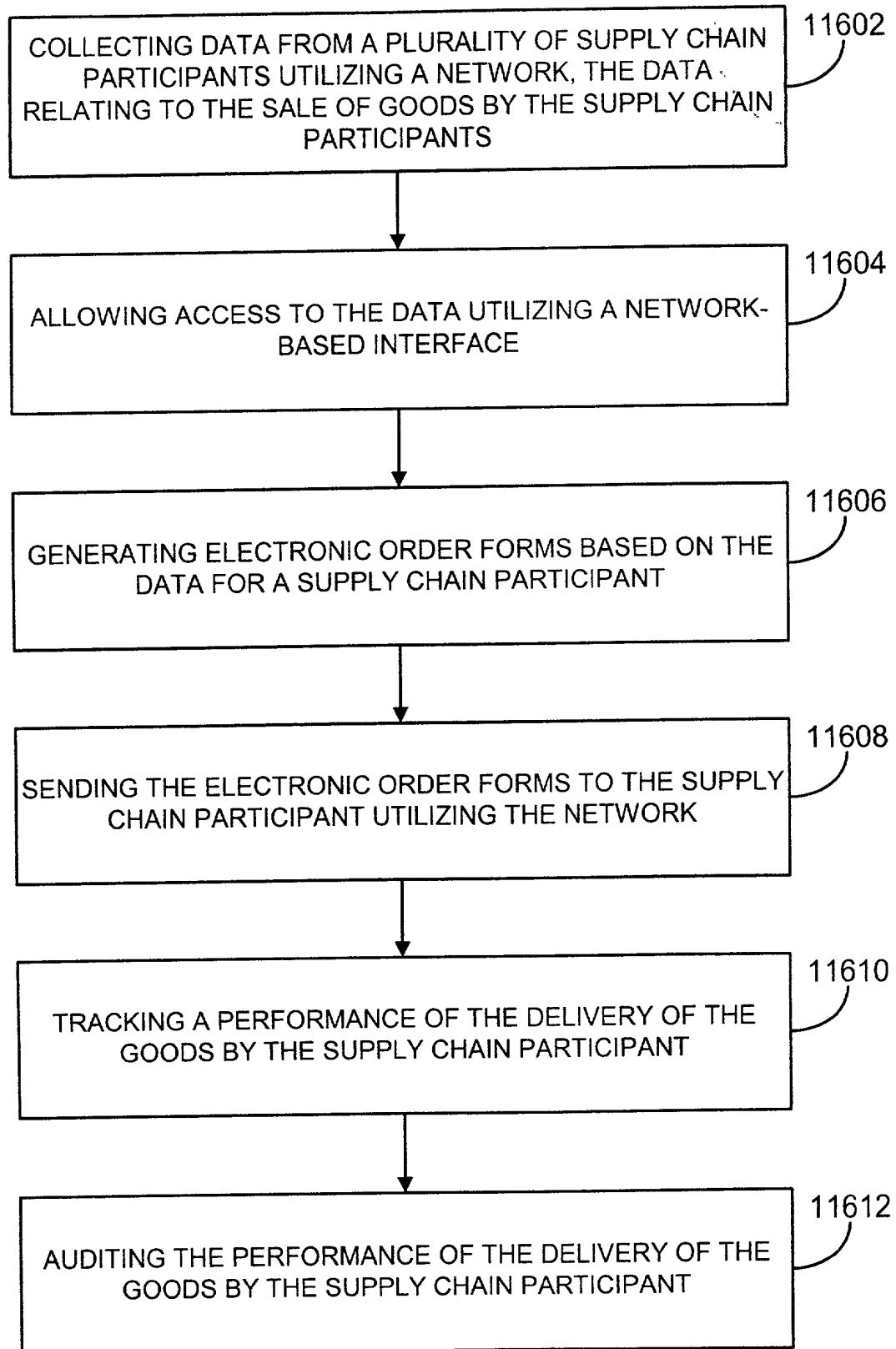
**FIG. 114**

11500



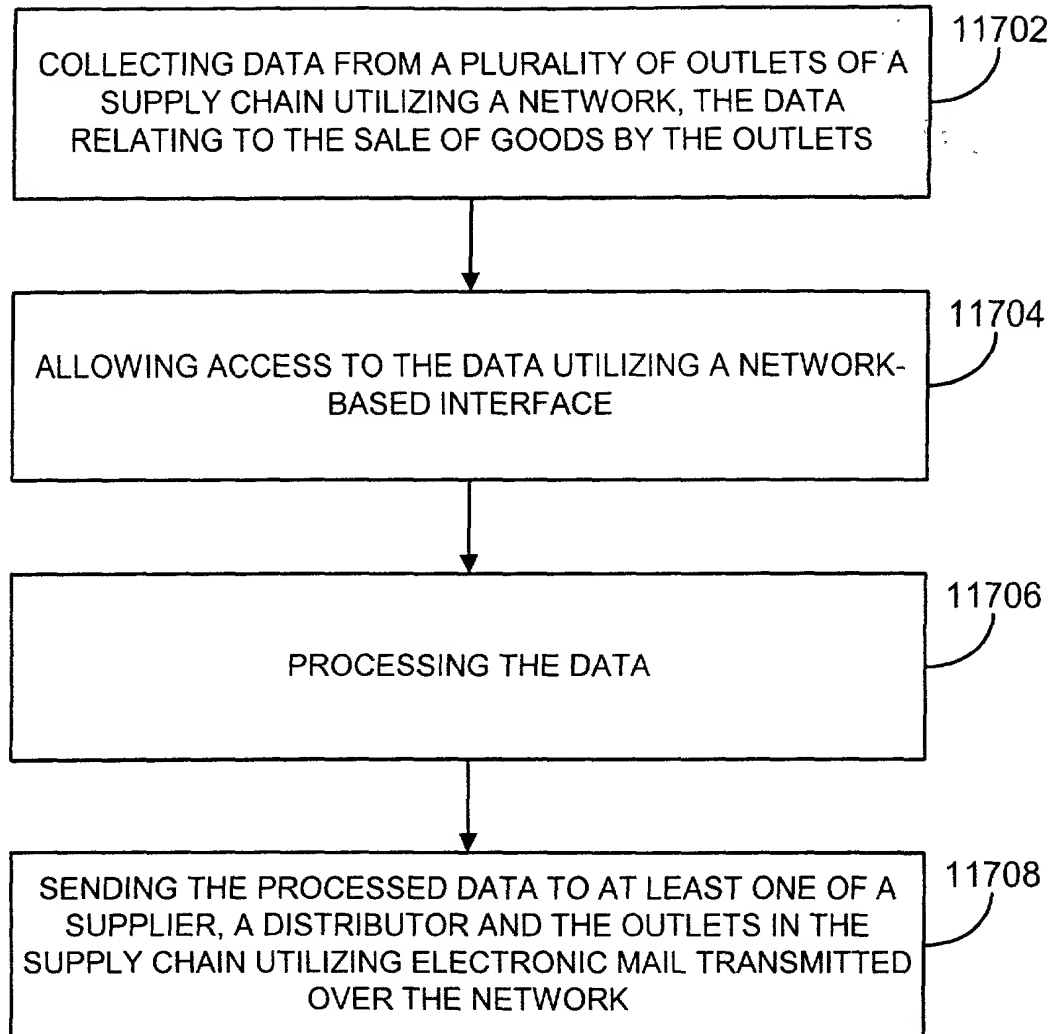
**FIG. 115**

11600



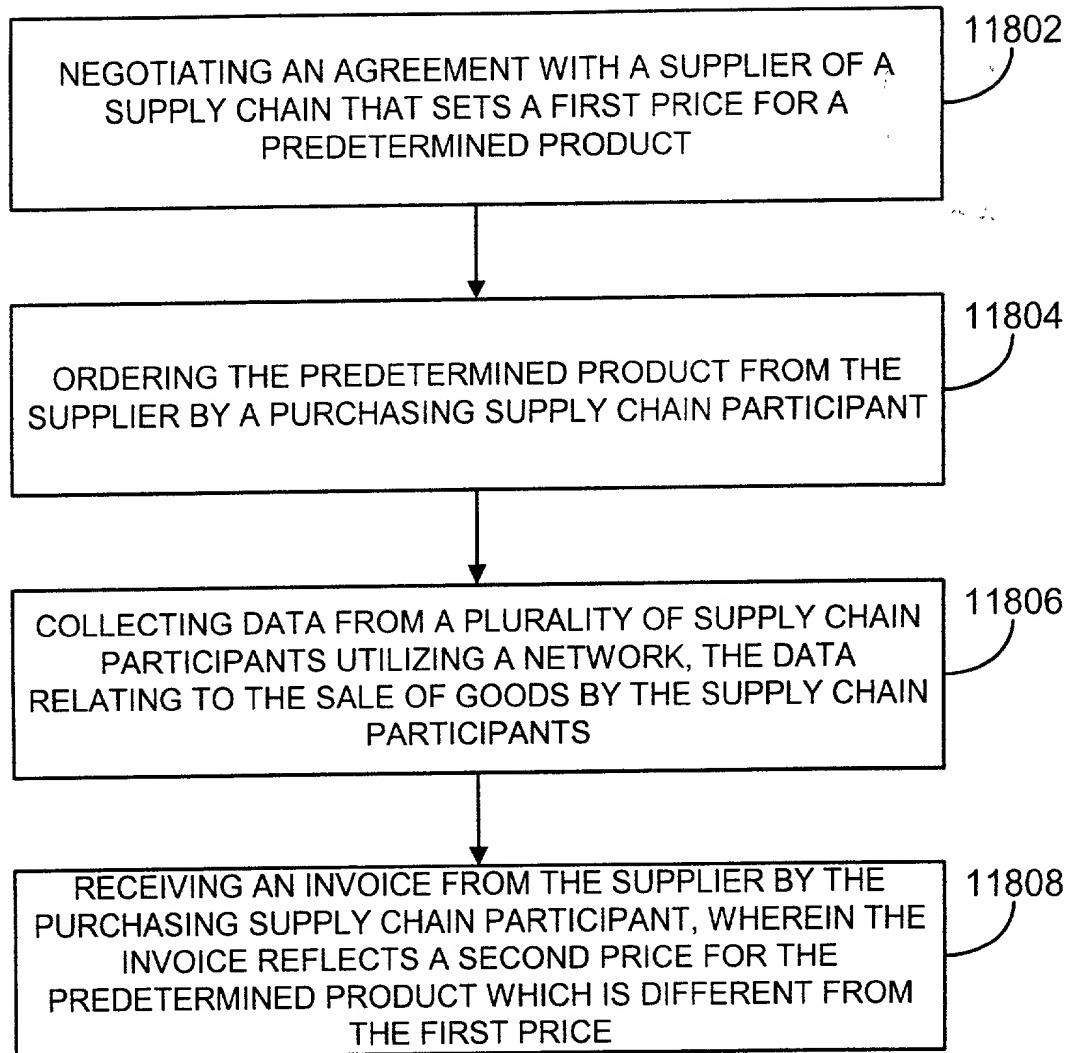
**FIG. 116**

11700



**FIG. 117**

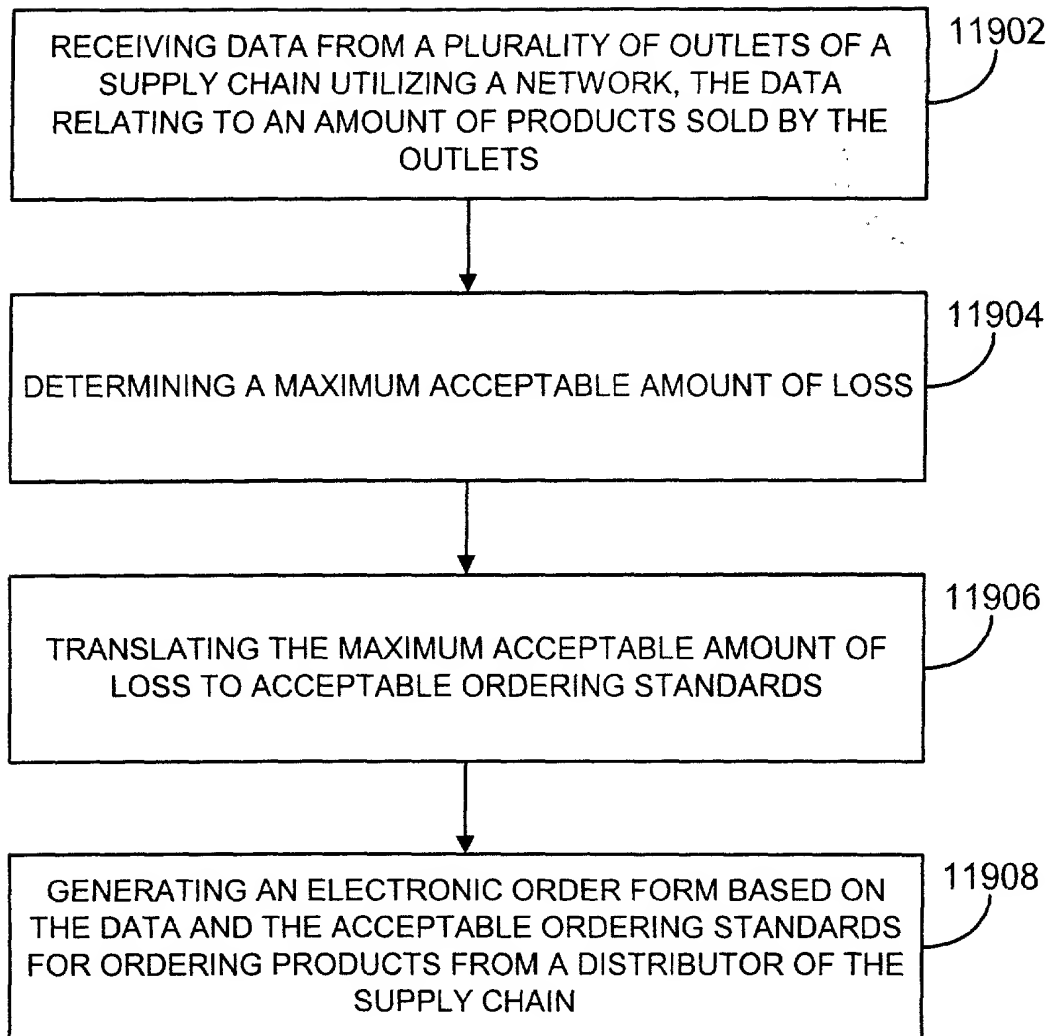
11800



**FIG. 118**

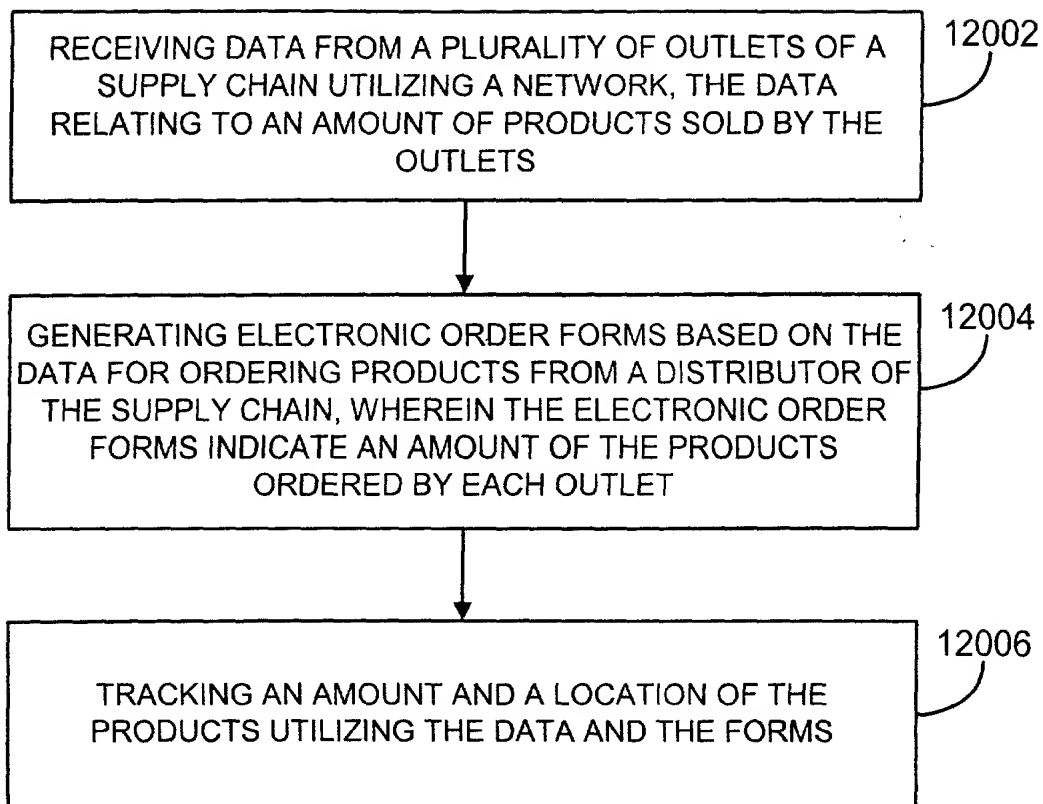


11900



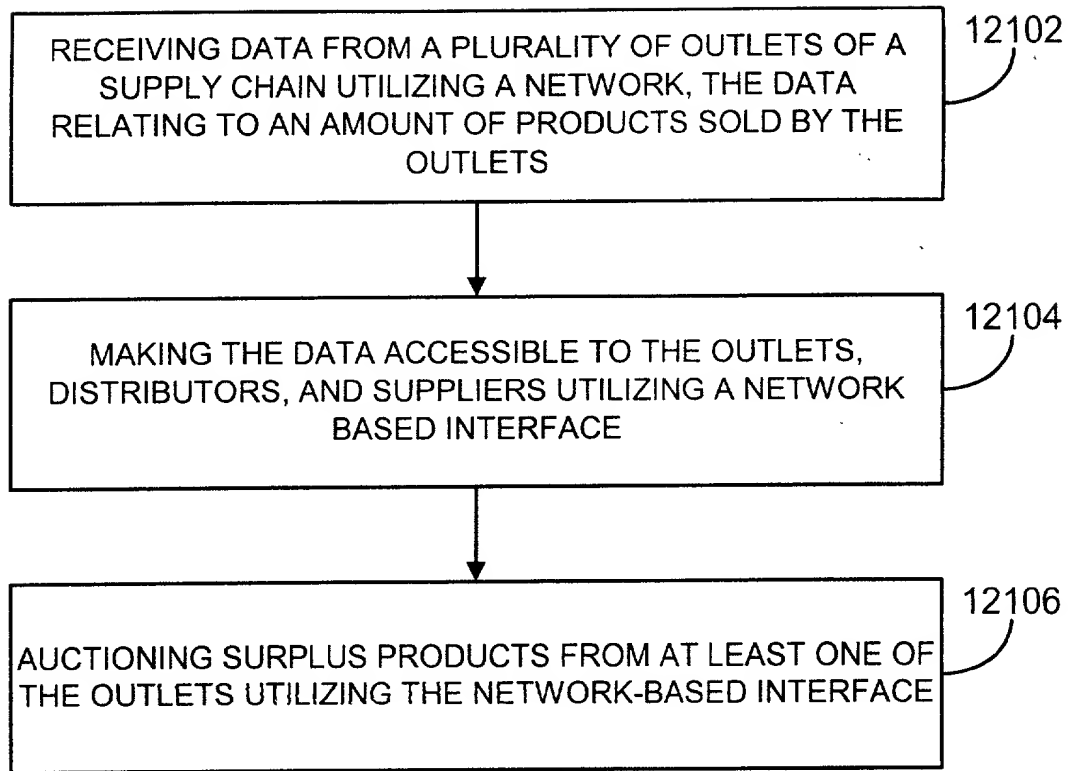
**FIG. 119**

12000



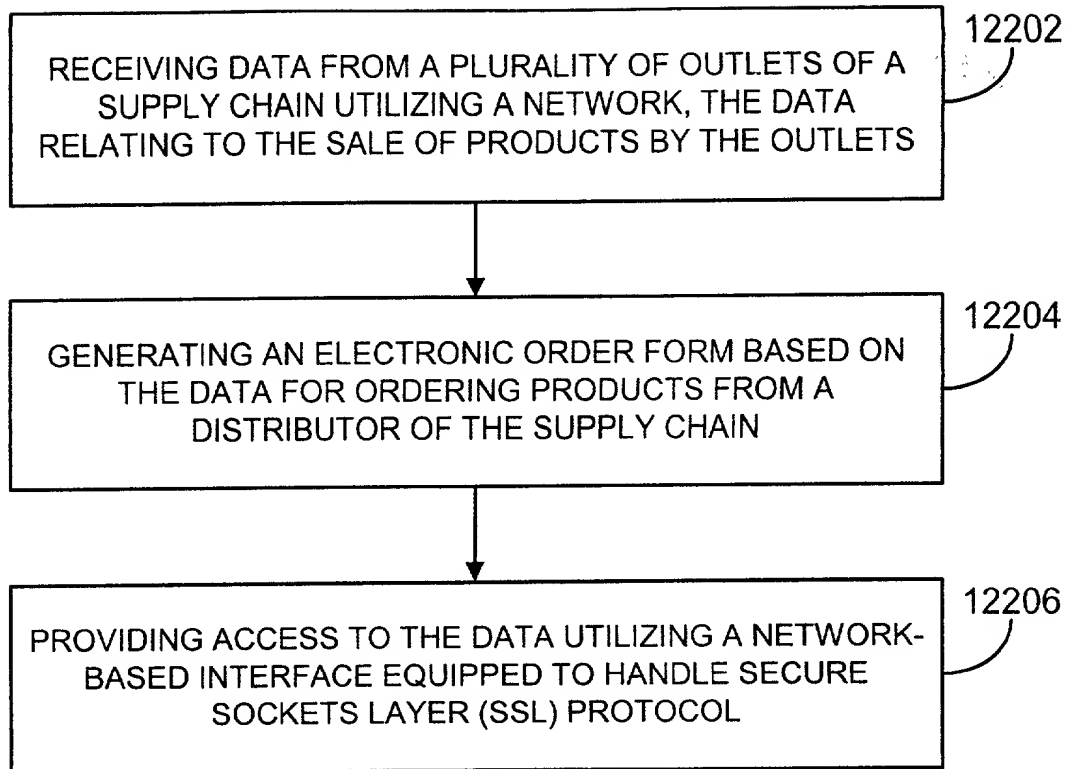
**FIG. 120**

12100



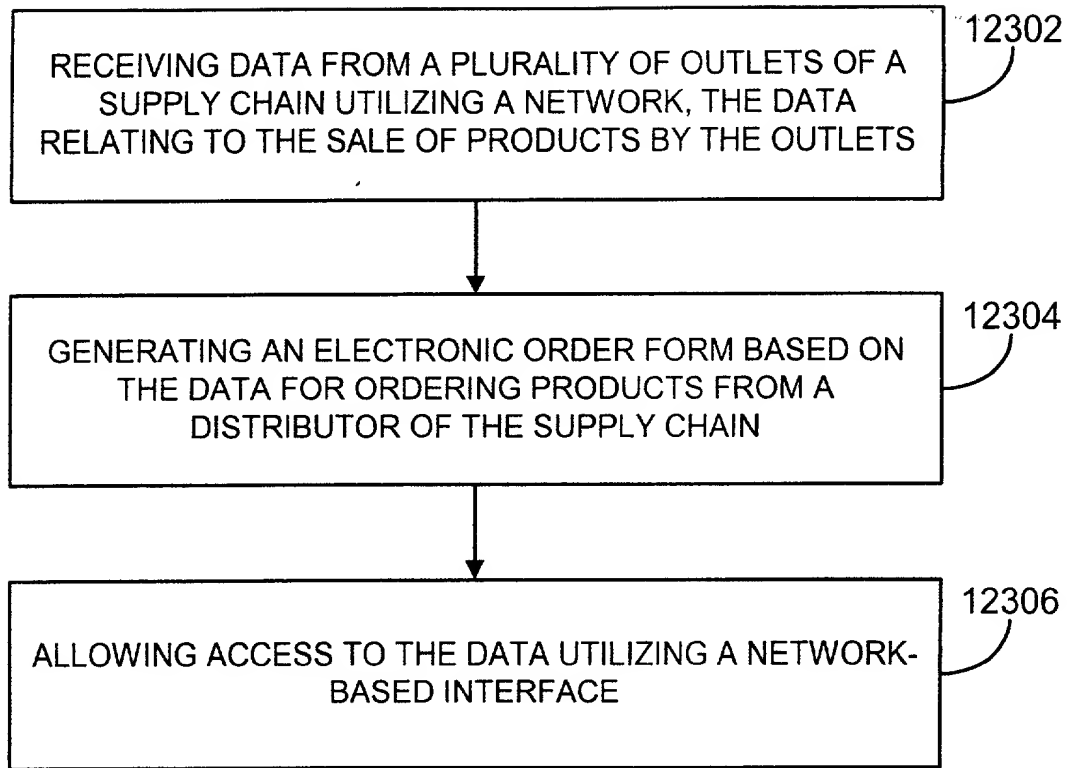
**FIG. 121**

12200



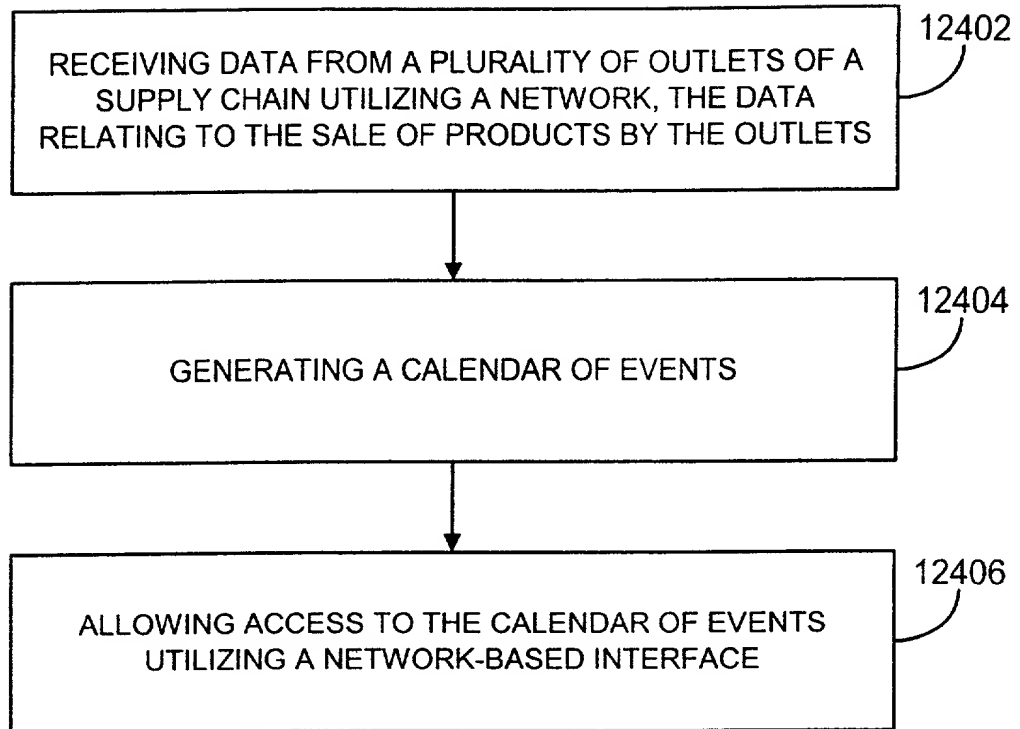
**FIG. 122**

12300



**FIG. 123**

12400



**FIG. 124**

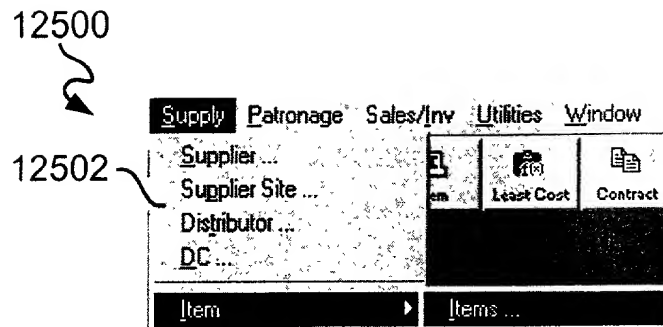


FIG. 125

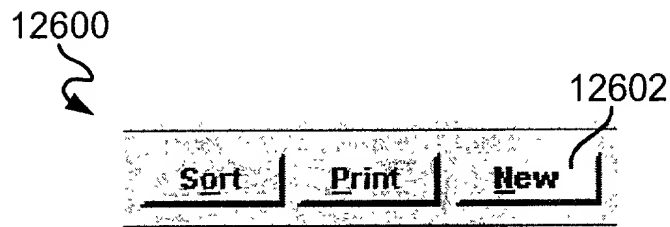


FIG. 126

12700

12702

Item Desc:

Item Number:  Status Code:

Product Cat Code:  Item Rank:

FIG. 127

12800



# Landed Cost by Distribution Center

Item	Inv FOB	Freight	Landed	Routing
Bag - Medium	4.85	0.23	5.08	TL
Bag - Large	6.7	0.23	6.93	TL
Biscuits - Frozen	12.33	1.15	13.48	TL
Brush - Pot, Long Handle	40.2	2.02	42.22	TL
Brush - Pot, Short Handle	24	1.39	25.39	TL
Carton - Breakfast	16.59	1.1	17.69	RDC
Carton - Large Fry	29.91	0.81	30.72	RDC
Carton - Medium Fry	18.92	0.73	19.65	TLMIN

FIG. 128



12900



FIG. 129

13000

<b>Supplier Item Desc:</b>		<b>Item No:</b>	
<b>Current:</b>	<input checked="" type="radio"/> Yes <input type="radio"/> No	<b>Tie Qty:</b>	
<b>Items per Case:</b>	5000	<b>High Qty:</b>	
<b>Innerpack Contents:</b>	5/1000	<b>Cases Per Pallet:</b>	
<b>Item Size:</b>		<b>Stacking Allowed:</b>	
<b>Case Length:</b>		<b>Universal Product Code:</b>	
<b>Case Width:</b>		<b>Cases Per Truckload:</b>	1350
<b>Case Depth:</b>		<b>Net Weight:</b>	39 00
<b>Case Dimension U/M:</b>	INCH(S)	<b>Gross Weight:</b>	39 00
<b>Item Cube:</b>	0.95 CUBIC FEET	<b>Weight U/M:</b>	POUND(S)
<b>Item Shelf Life:</b>		<b>BarCode:</b>	

White Boxes Are Copied Across Suppliers / Grey Boxes Are Only Copied Within Same Supplier

FIG. 130

13100

<b>Site Information</b>	<b>Site Id:</b> 17355	<b>Site Role:</b> <i>FOB Shipping Point</i>
<b>Site Name:</b>	TYSON FOODS - NEW HOLLAND, PA	

13102

**FIG. 131**

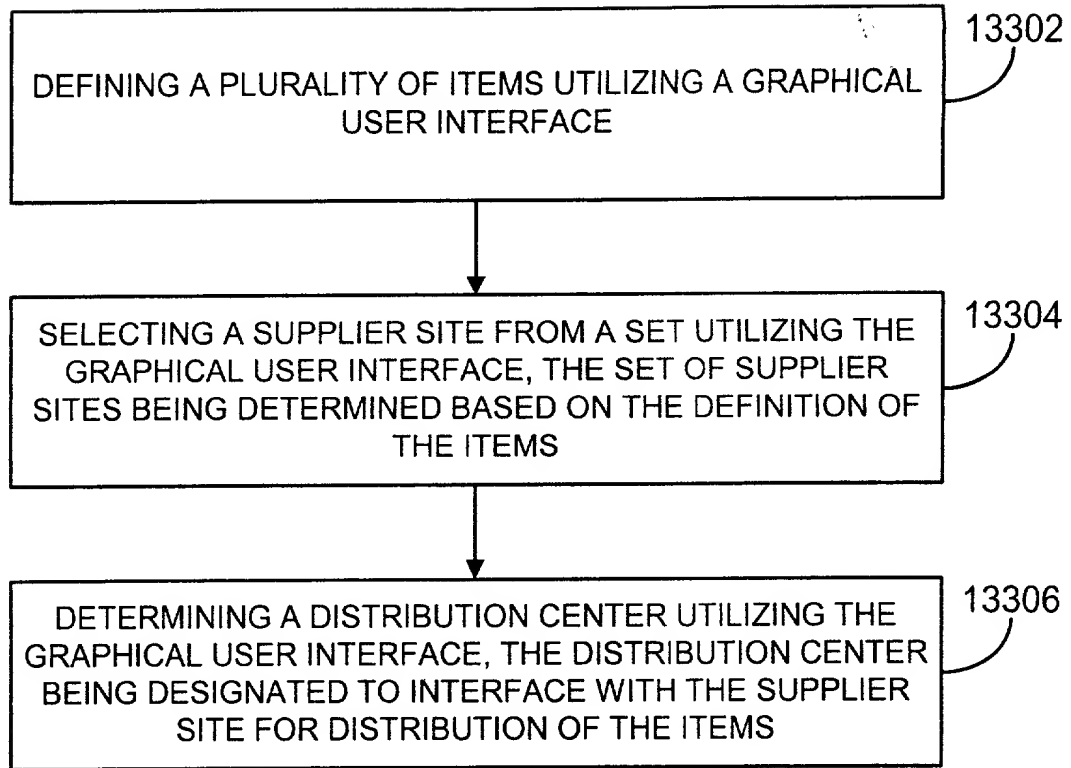
13200

<b>Site Information</b>	<b>Site Id:</b> 16	<b>FOB Shipping Point</b>
<b>Name:</b>	AMERISERVE-FARMINGDALE, NY	<b>Railroad Name:</b> <input type="text"/>
<b>Status:</b>	Active <input type="button" value="v"/>	<b>Rail Sidings:</b> <input type="text"/>

**FIG. 132**

FIG. 131

13300



**FIG. 133**

13400

<b>Item:</b>	WRAP-BACON DOUBLE CHEESEBURGER DELUXE	<b>Begin:</b>	7/1/96	<b>End:</b>	9/1/96	<b>Final:</b>	<input type="checkbox"/>
<b>Override Rules:</b>	<input type="radio"/> Yes <input checked="" type="radio"/> No	<b>Apply By:</b>	Cell <input type="text"/>				

FIG. 134

13500

DC	Supplier FOB Point
AMERISERVE-DENVER, CO	TYSON FOODS - GREEN FOREST, AR
AMERISERVE-DOUGLASVILLE, GA	TYSON FOODS - ALBERTVILLE, AL
AMERISERVE-FARMINGDALE, NY	TYSON FOODS - NEW HOLLAND, PA

FIG. 135

13600

Con FOB	Inv FOB	Freight	Landed
34 3200	34.3900	0 8400	35.2300
34 3200	34.3900	0.2900	34.6800

FIG. 136

13700

Contr	LB	Trk	Routing
96	83,600	2.0	TL
96	215,040	5.1	TL

FIG. 137

13800



FIG. 138

13900

Min Ordr	UM	Slip	Deliv.
1	TRUCKLOAD(S	Pallet	
1	TRUCKLOAD(S	Pallet	

FIG. 139

14000

Carrier	Stated Vol
Truck	83,600
Truck	215,040

FIG. 140

14200



FIG. 142

14100

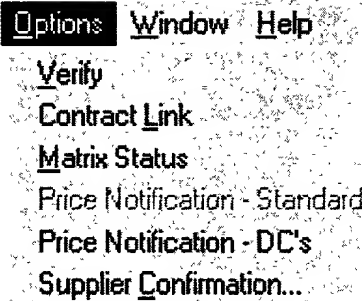


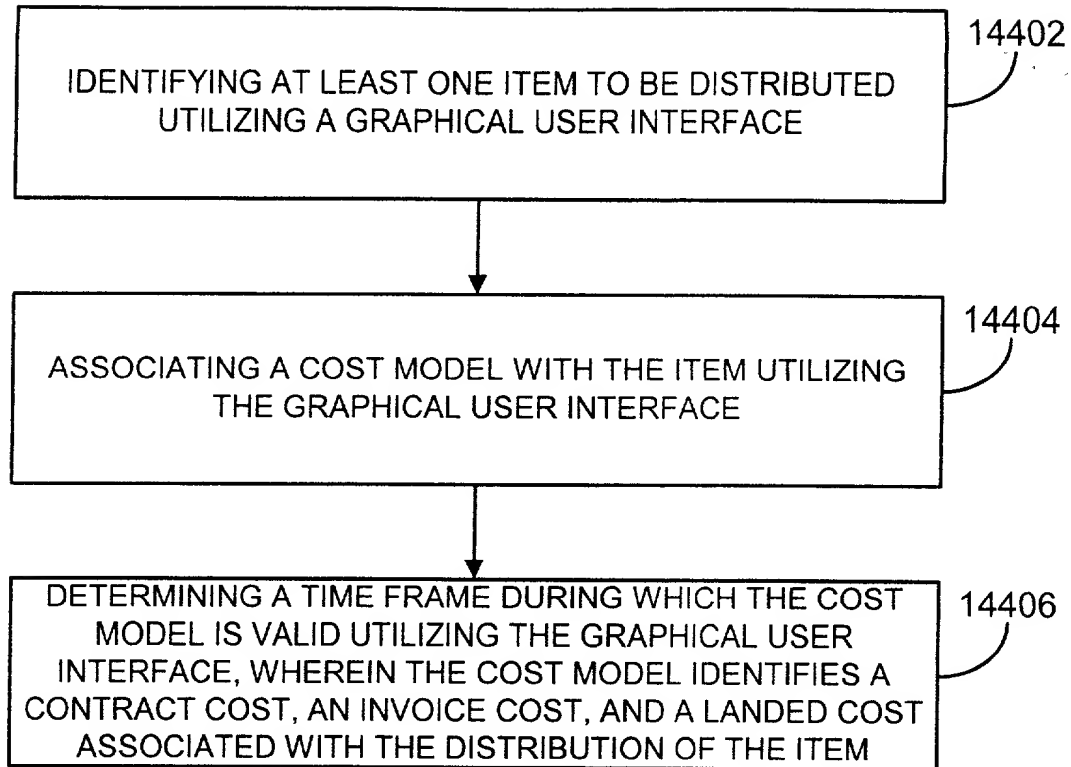
FIG. 141

14300

<u>C</u> ost	▶	Edit / View ...	F3
Commodities	▶	New (using previous matrix) ...	F4
Vendor Rating	▶	New (build matrix) ...	F5
Contact Management	▶	Multi Item Price Notification ...	

FIG. 143

14400



**FIG. 144**

14500



FIG. 145

14600

Contract ID: 673 - TYSON FOODS

Initial Buyer Name: Jamie Hersh

Current Buyer Name: Chris Stairton

FIG. 146

14700

Contract Start Date: 05/15/98

Contract End Date: 12/31/02

Execution Date: 5/15/98

Effective: Shipment Date

Payment Terms: Net 10

FIG. 147

14800



FIG. 148

14900



FIG. 149

15000



FIG. 150

Select the End Dates to Use on the Exhibit

Item Description	Cost Matrix End Date	Contract End Date	No End Date
BEEF - 77%	<input checked="" type="radio"/> 8/1/98	<input type="radio"/> 2/24/08	<input type="radio"/> No Date
BEEF-WHOPPER 4.0 OZ	<input checked="" type="radio"/> 8/1/98	<input type="radio"/> 2/24/08	<input type="radio"/> No Date
BEEF-WHOPPER JR. 2.8 OZ.	<input checked="" type="radio"/> 8/1/98	<input type="radio"/> 2/24/08	<input type="radio"/> No Date

FIG. 151

Options Window Help

## New Items...

Delete Item...

**Exhibit A**

Exhibits B

Exhibits C

Replacement Exhibit B

 **Exhibit C**

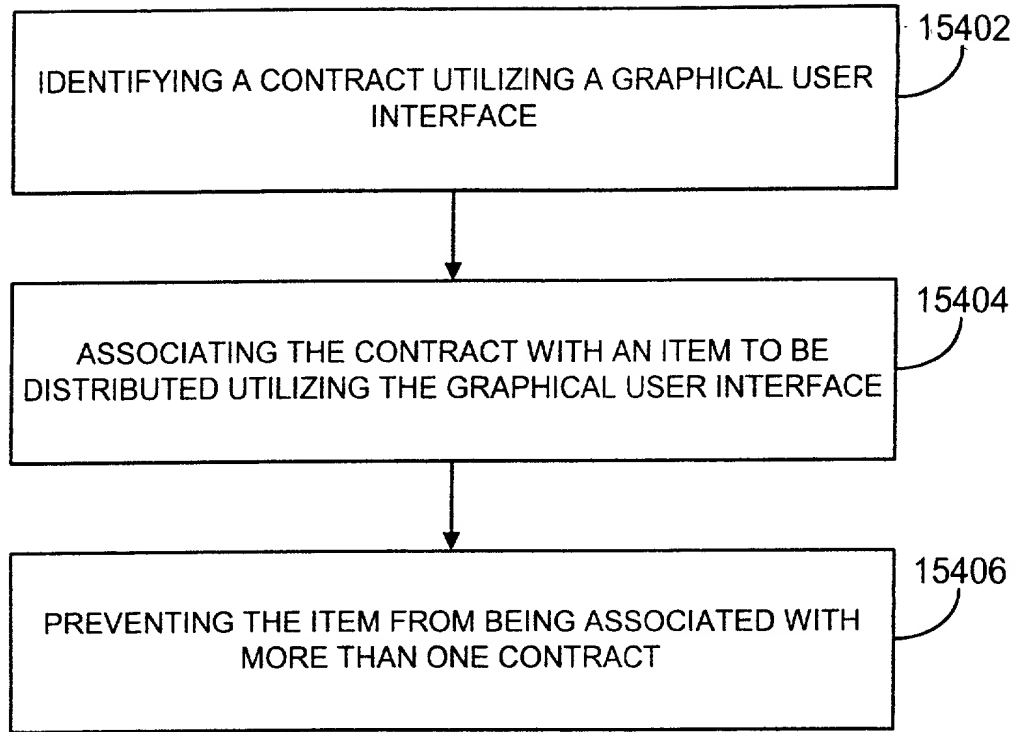
FIG. 153

FIG. 152

[illegible]



15400



**FIG. 154**

15502

15600

Proposal - Foam Hot Cups & Polystyrene Lids			
Main Info	Items	Suppliers	DCs
<div> <div> <b>Proposal ID:</b> 1021 </div> <div> <b>Proposal Due Date:</b> 06/12/97 </div> </div> <div> <div> <b>Proposal Name:</b> Foam Hot Cups &amp; Polystyrene Lids </div> <div> <b>Contract Begin Date:</b> 07/01/97 </div> </div> <div> <div> <b>Buyer Name:</b> Dennis Clabby </div> <div> <b>Contract End Date:</b> 06/30/98 </div> </div>			
<b>Actions</b>			
#	Date:	Action Description:	
1	05/28/97	Sent this bid to Dart and also sent a request for information to WinCup	

FIG. 156

15600-FIG. 156

15700



FIG. 157

15800

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info Items Suppliers DCs FDB Price DC/Rest Usage Templates View Bid

Search Query Reset

Query Values

2 Rows Selected

Item Description
CUP-HOT

Item Description
LID-HOT 12/16 OZ (DRY)
LID-HOT 8 OZ (DRY)

> >> << <

FIG. 158

15800

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest. | Usage | Templates | Recreate Bid

Search Query Reset

6 Rows Found 5 Rows Selected

Item Description		Item Description
CUP-HOT 12 OZ (PAPER)	DRY	CUP-HOT 12 OZ (DRY)
CUP-HOT 16 OZ (PAPER)	DRY	CUP-HOT 16 OZ (500 CT) (DRY)
CUP-HOT 8 OZ (PAPER)	DRY	CUP-HOT 8 OZ (DRY)
		LID-HOT 12/16 OZ (DRY)
		LID-HOT 8 OZ (DRY)

15902

15904

15906

15908

FIG. 159

16000

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest. | Usage | Templates | Recreate Bid

Select The Appropriate FOB Price Component Worksheet For Each Item

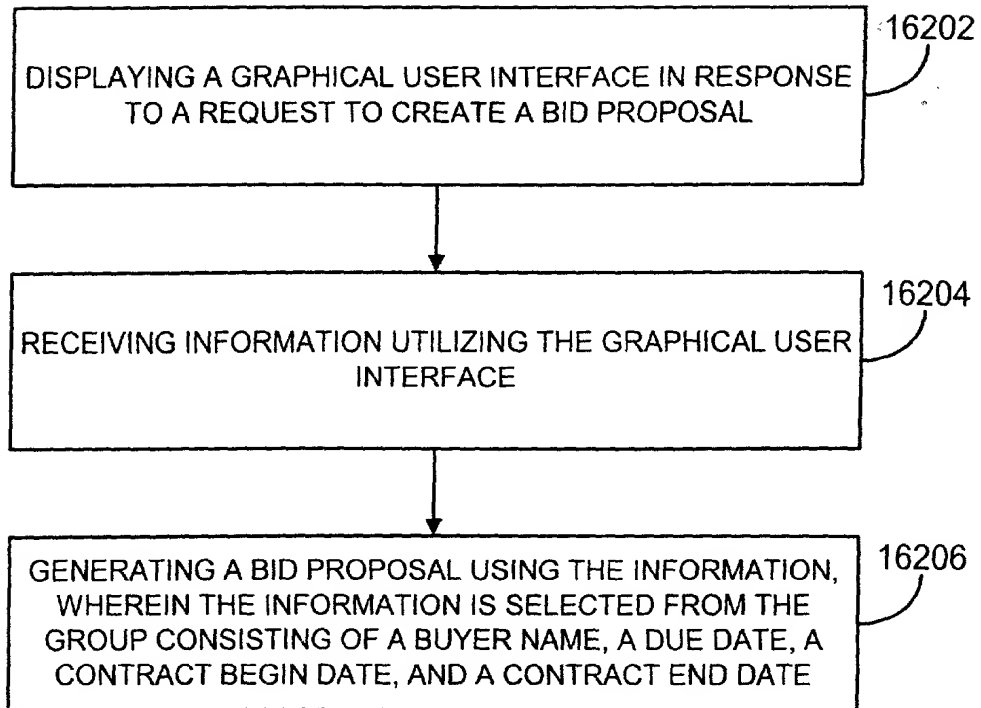
Item Description	FOB Price Component
MAYO-BULK	Mayonaise Components
	(None Selected)
	Generic FOB Pricing
	Mayonaise Components

FIG. 160

FIG. 161

Figure 1. The effect of the concentration of the *Agrobacterium* strain on the transformation efficiency of *Agrobacterium* strain 1024. The *Agrobacterium* strain 1024 was cultured in YEA medium for 24 h at 28°C. The cell concentration was adjusted to 1.0 × 10<sup>8</sup> cells/ml. The cell suspension was mixed with the cell suspension of the *Agrobacterium* strain 1024 at a ratio of 1:1, 1:2, 1:3, 1:4, 1:5, 1:10, 1:20, 1:30, 1:40, 1:50, 1:60, 1:70, 1:80, 1:90, 1:100, 1:150, 1:200, 1:300, 1:400, 1:500, 1:600, 1:700, 1:800, 1:900, 1:1000, 1:1500, 1:2000, 1:3000, 1:4000, 1:5000, 1:6000, 1:7000, 1:8000, 1:9000, 1:10000, 1:15000, 1:20000, 1:30000, 1:40000, 1:50000, 1:60000, 1:70000, 1:80000, 1:90000, 1:100000, 1:150000, 1:200000, 1:300000, 1:400000, 1:500000, 1:600000, 1:700000, 1:800000, 1:900000, 1:1000000, 1:1500000, 1:2000000, 1:3000000, 1:4000000, 1:5000000, 1:6000000, 1:7000000, 1:8000000, 1:9000000, 1:10000000, 1:15000000, 1:20000000, 1:30000000, 1:40000000, 1:50000000, 1:60000000, 1:70000000, 1:80000000, 1:90000000, 1:100000000, 1:150000000, 1:200000000, 1:300000000, 1:400000000, 1:500000000, 1:600000000, 1:700000000, 1:800000000, 1:900000000, 1:1000000000, 1:1500000000, 1:2000000000, 1:3000000000, 1:4000000000, 1:5000000000, 1:6000000000, 1:7000000000, 1:8000000000, 1:9000000000, 1:10000000000, 1:15000000000, 1:20000000000, 1:30000000000, 1:40000000000, 1:50000000000, 1:60000000000, 1:70000000000, 1:80000000000, 1:90000000000, 1:100000000000, 1:150000000000, 1:200000000000, 1:300000000000, 1:400000000000, 1:500000000000, 1:600000000000, 1:700000000000, 1:800000000000, 1:900000000000, 1:1000000000000, 1:1500000000000, 1:2000000000000, 1:3000000000000, 1:4000000000000, 1:5000000000000, 1:6000000000000, 1:7000000000000, 1:8000000000000, 1:9000000000000, 1:10000000000000, 1:15000000000000, 1:20000000000000, 1:30000000000000, 1:40000000000000, 1:50000000000000, 1:60000000000000, 1:70000000000000, 1:80000000000000, 1:90000000000000, 1:100000000000000, 1:150000000000000, 1:200000000000000, 1:300000000000000, 1:400000000000000, 1:500000000000000, 1:600000000000000, 1:700000000000000, 1:800000000000000, 1:900000000000000, 1:1000000000000000, 1:1500000000000000, 1:2000000000000000, 1:3000000000000000, 1:4000000000000000, 1:5000000000000000, 1:6000000000000000, 1:7000000000000000, 1:8000000000000000, 1:9000000000000000, 1:10000000000000000, 1:15000000000000000, 1:20000000000000000, 1:30000000000000000, 1:40000000000000000, 1:50000000000000000, 1:60000000000000000, 1:70000000000000000, 1:80000000000000000, 1:90000000000000000, 1:100000000000000000, 1:150000000000000000, 1:200000000000000000, 1:300000000000000000, 1:400000000000000000, 1:500000000000000000, 1:600000000000000000, 1:700000000000000000, 1:800000000000000000, 1:900000000000000000, 1:1000000000000000000, 1:1500000000000000000, 1:2000000000000000000, 1:3000000000000000000, 1:4000000000000000000, 1:5000000000000000000, 1:6000000000000000000, 1:7000000000000000000, 1:8000000000000000000, 1:9000000000000000000, 1:10000000000000000000, 1:15000000000000000000, 1:20000000000000000000, 1:30000000000000000000, 1:40000000000000000000, 1:50000000000000000000, 1:60000000000000000000, 1:70000000000000000000, 1:80000000000000000000, 1:90000000000000000000, 1:100000000000000000000, 1:150000000000000000000, 1:200000000000000000000, 1:300000000000000000000, 1:400000000000000000000, 1:500000000000000000000, 1:600000000000000000000, 1:700000000000000000000, 1:800000000000000000000, 1:900000000000000000000, 1:1000000000000000000000, 1:1500000000000000000000, 1:2000000000000000000000, 1:3000000000000000000000, 1:4000000000000000000000, 1:5000000000000000000000, 1:6000000000000000000000, 1:7000000000000000000000, 1:8000000000000000000000, 1:9000000000000000000000, 1:10000000000000000000000, 1:15000000000000000000000, 1:20000000000000000000000, 1:30000000000000000000000, 1:40000000000000000000000, 1:50000000000000000000000, 1:60000000000000000000000, 1:70000000000000000000000, 1:80000000000000000000000, 1:90000000000000000000000, 1:100000000000000000000000, 1:150000000000000000000000, 1:200000000000000000000000, 1:300000000000000000000000, 1:400000000000000000000000, 1:500000000000000000000000, 1:600000000000000000000000, 1:700000000000000000000000, 1:800000000000000000000000, 1:900000000000000000000000, 1:1000000000000000000000000, 1:

16200



**FIG. 162**

16300



**Templates** | **Create Bid**

**FIG. 163**

16400



	<i>Supply</i>	<i>MS</i>	<i>Editable</i>
		<i>Word</i>	<i>Y/N</i>
<b>Bid Proposal Cover Letter</b>	?		Y
<b>General Terms and Conditions</b>		?	N
<b>Usage Estimates</b>	?		N
<b>Supplier Facility Worksheets</b>	?		N
<b>Item Information Worksheets</b>	?		N
<b>Sample Supply Agreement</b>		?	N
<b>BK Specification Request</b>		?	N
<b>FOB Price Component</b>		?	Y
<b>Truckload Freight Worksheet</b>	?		N
<b>LTL Freight Worksheet</b>	?		N

**FIG. 164**



16500

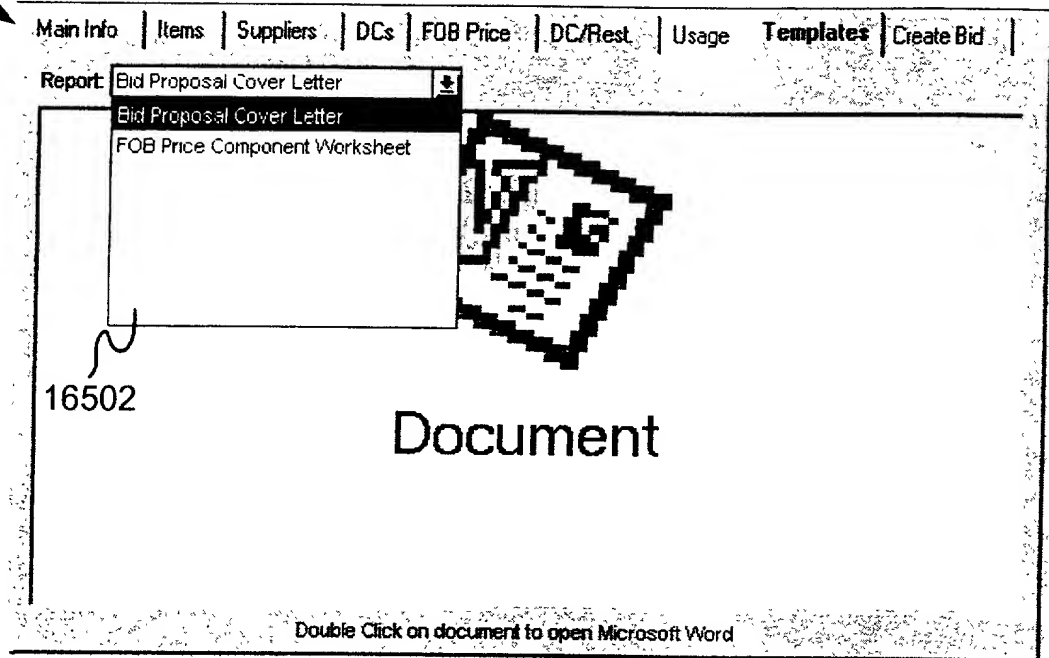


FIG. 165

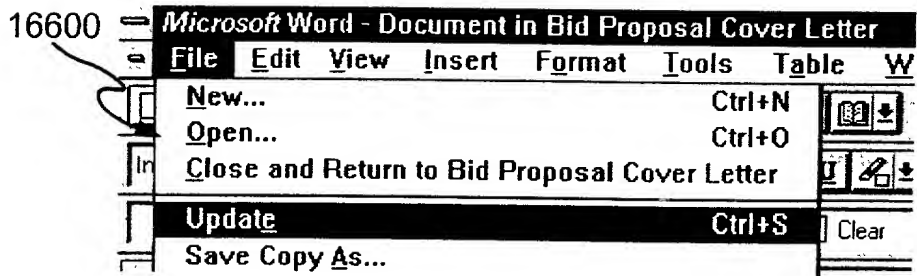


FIG. 166

16700

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest. | Usage | Templates | **Create Bid**

Bid Proposal Sent ☐

---

Bid Proposal Will Include Checked Documents

General		Cost	
Bid Proposal Cover Letter	<input checked="" type="checkbox"/>	FOB Price Component Worksheet	<input checked="" type="checkbox"/>
General Terms & Conditions	<input checked="" type="checkbox"/>	Truckload Freight Worksheet	<input checked="" type="checkbox"/>
Usage Estimates	<input checked="" type="checkbox"/>	LTL Freight Worksheet	<input checked="" type="checkbox"/>
Supplier Facility Worksheet	<input checked="" type="checkbox"/>		
Item Information Worksheet	<input checked="" type="checkbox"/>	<b>Blank Sheets</b>	
Sample Supply Agreement	<input checked="" type="checkbox"/>	Supplier Facility Worksheet	<input checked="" type="checkbox"/>
BK Specification Request	<input checked="" type="checkbox"/>	Item Information Worksheet	<input checked="" type="checkbox"/>
		FOB Price Component Worksheet	<input checked="" type="checkbox"/>
		Truckload Freight Worksheet	<input checked="" type="checkbox"/>
		LTL Freight Worksheet	<input checked="" type="checkbox"/>

\* LTL Freight Worksheet will be printed by system if necessary

FIG. 167

16800

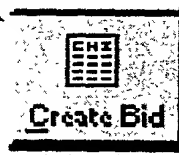


FIG. 168

16900

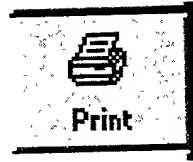
Report:  Supplier:

7/2/97

Item Information Worksheet	<input type="checkbox"/>	<b>Restaurant Services, Inc.</b> <b>Item Information Worksheet</b>  ATTY  DS
Bid Proposal Cover Letter	<input type="checkbox"/>	
FOB Price Component Worksheet	<input type="checkbox"/>	
General Terms & Conditions	<input type="checkbox"/>	
Item Information Worksheet	<input checked="" type="checkbox"/>	
LTL Freight Worksheet	<input type="checkbox"/>	
Sample Supply Agreement	<input type="checkbox"/>	
Supplier Facility Worksheet	<input type="checkbox"/>	

FIG. 169

17000



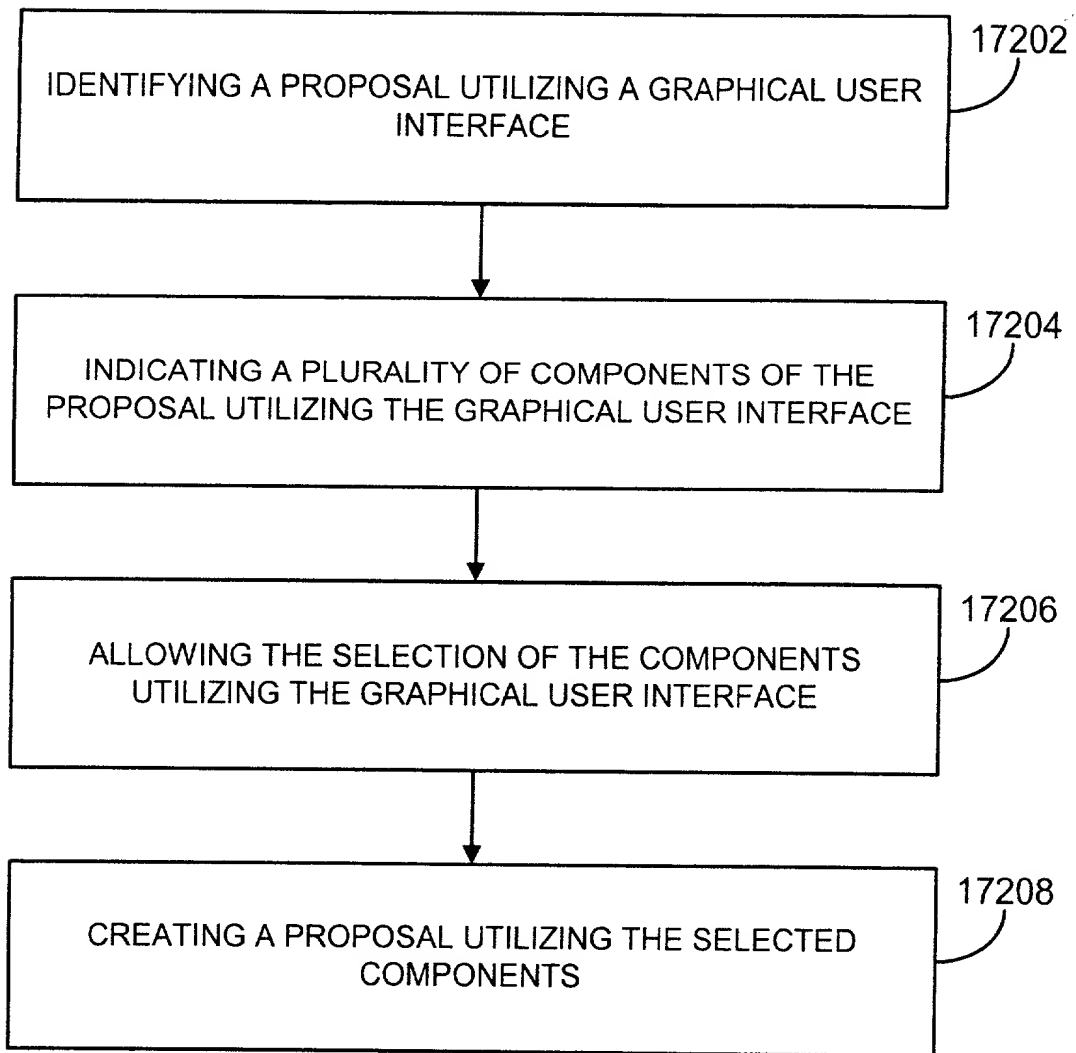
**FIG. 170**

17100



**FIG. 171**

17200



**FIG. 172**

17300



FIG. 173

17400

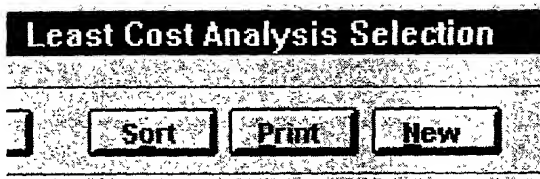


FIG. 174

17500

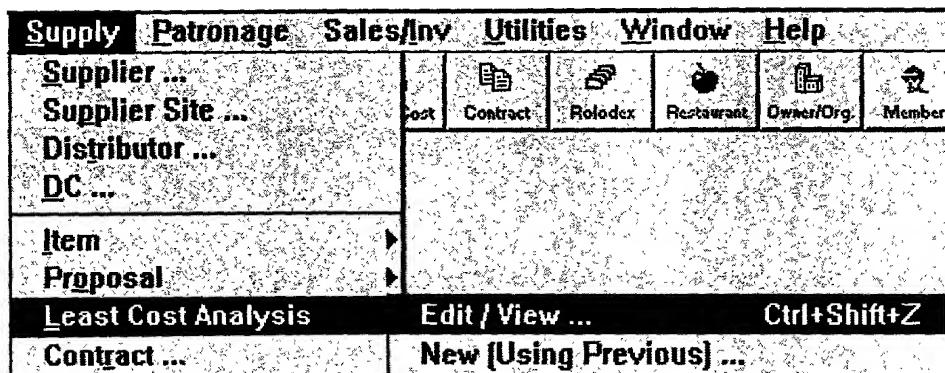


FIG. 175

**Bid Proposal Name:**

(None)

Foam Hot Cups & Polystyrene Lids (07/01/97 to 06/30/98)

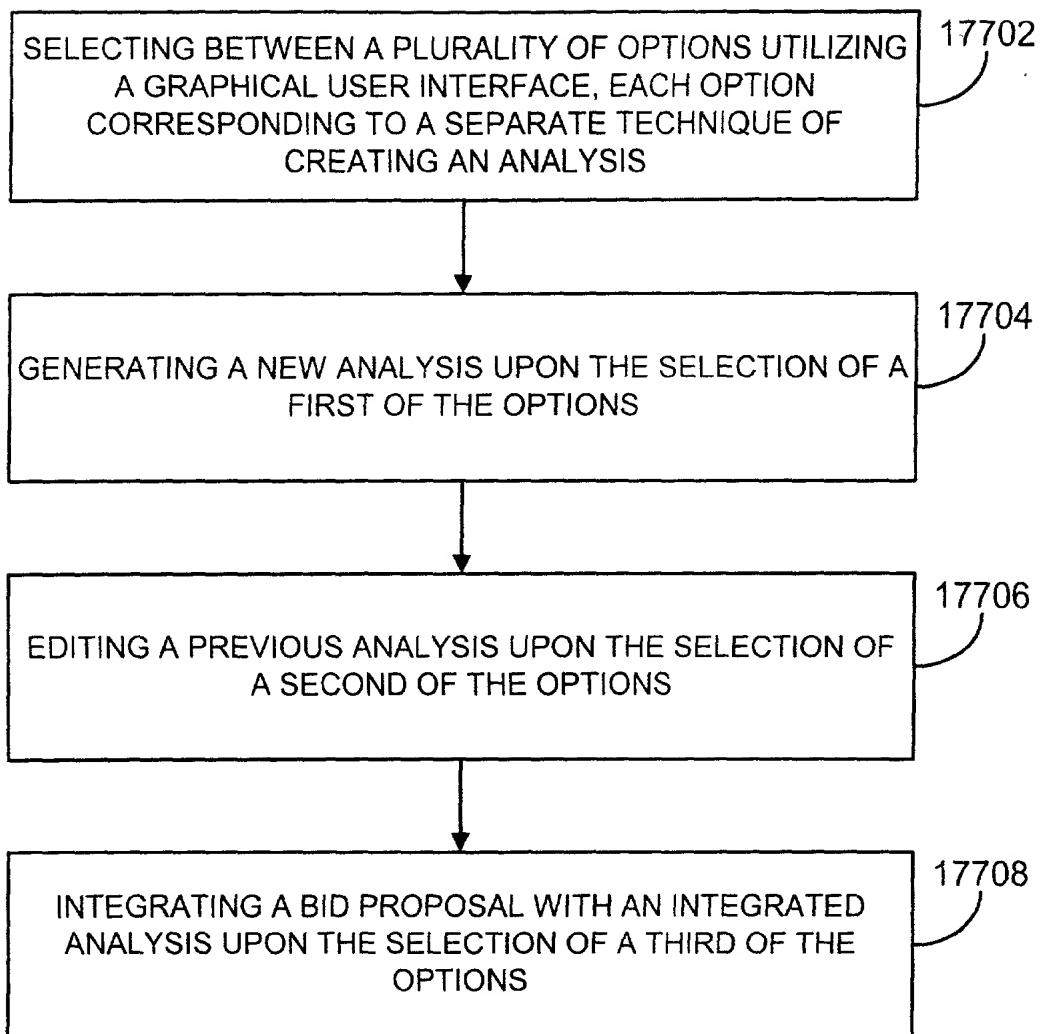
Ham, Sausage, Bacon Freight Bid (10/01/97 to 12/31/97)

17600

**FIG. 176**

109050-12191860

17700



**FIG. 177**

17800

Analysis Name: Hash Brown Actual  
 Analysis ID: 1036  
 Buyer: Dennis Clabby  
 Period of Agreement: 10/1/97 THRU 9/30/98  
 Unit Of Measure: CASE(S)

FIG. 178

17900

Version ( 1 ) of ( 9 ) Base version

What is the max # of FOB points to allocate to each DC ? One FOB

What is pricing method for this version ? FOB + Freight

What is the RSI Invoice FOB Upcharge (Downcharge) ? 0.0000

Override RDC Truckload Validation? No

Solution Strategy: Standard Last Revision: 9/15/97 1:04 PM

FIG. 179

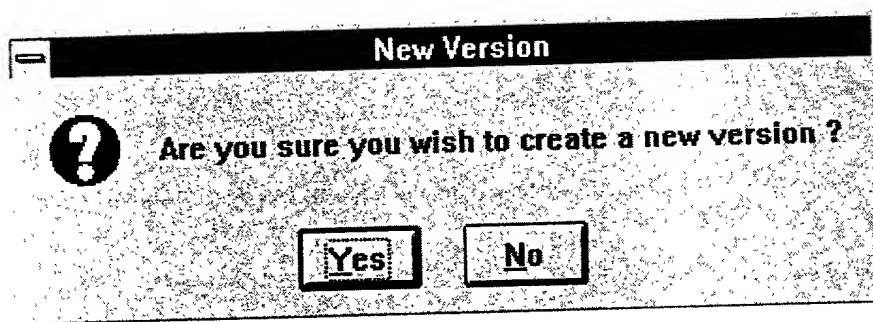


18000



**FIG. 180**

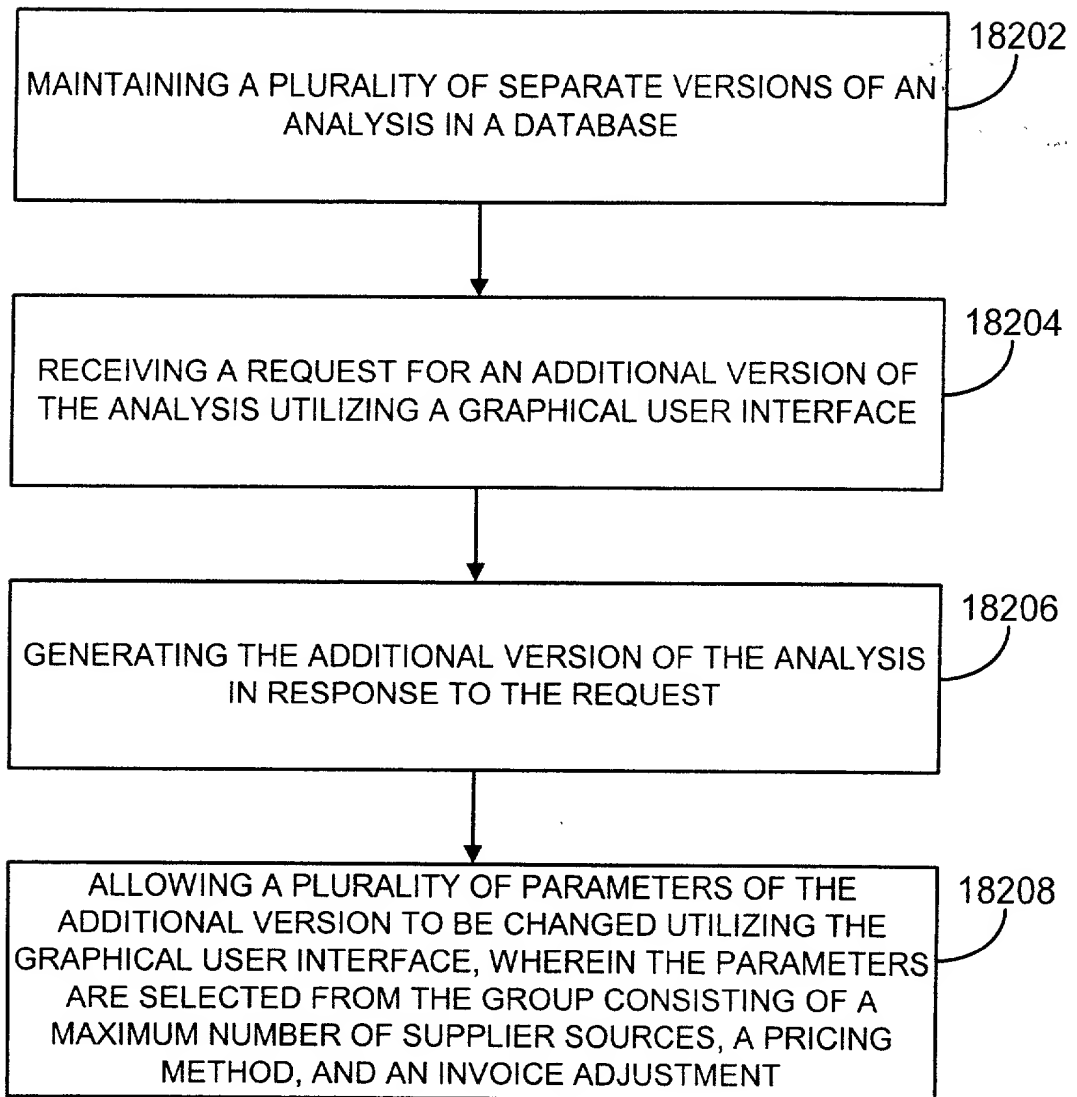
18100



**FIG. 181**

FIG. 180

18200



**FIG. 182**

105050-1-2194-860

18300

Search

Query

Reset

Query Values

Supplier FOB
DOP

>

>>

7 Rows Selected

Supplier FOB
DOPACO-DOWNTOWN, PA
DOPACO-KINSTON, NC
DOPACO-ST. CHARLES, IL
DOPACO-STOCKTON, CA
IMPERIAL BONDWARE-SHELBYVILLE, IL

18302

FIG. 183

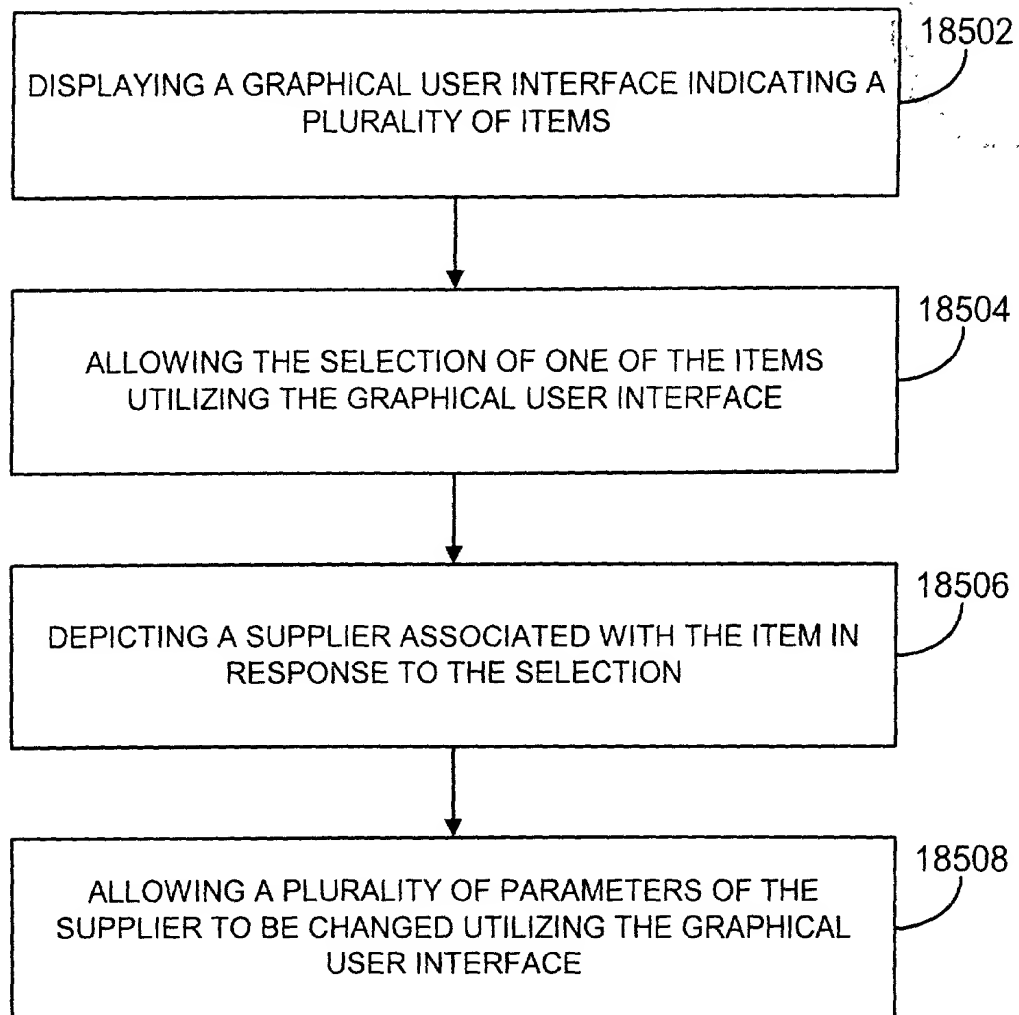
18400

Item Description	Conv. Factor
FRIES-COATED (FRZN)	36

18402

FIG. 184

18500



**FIG. 185**

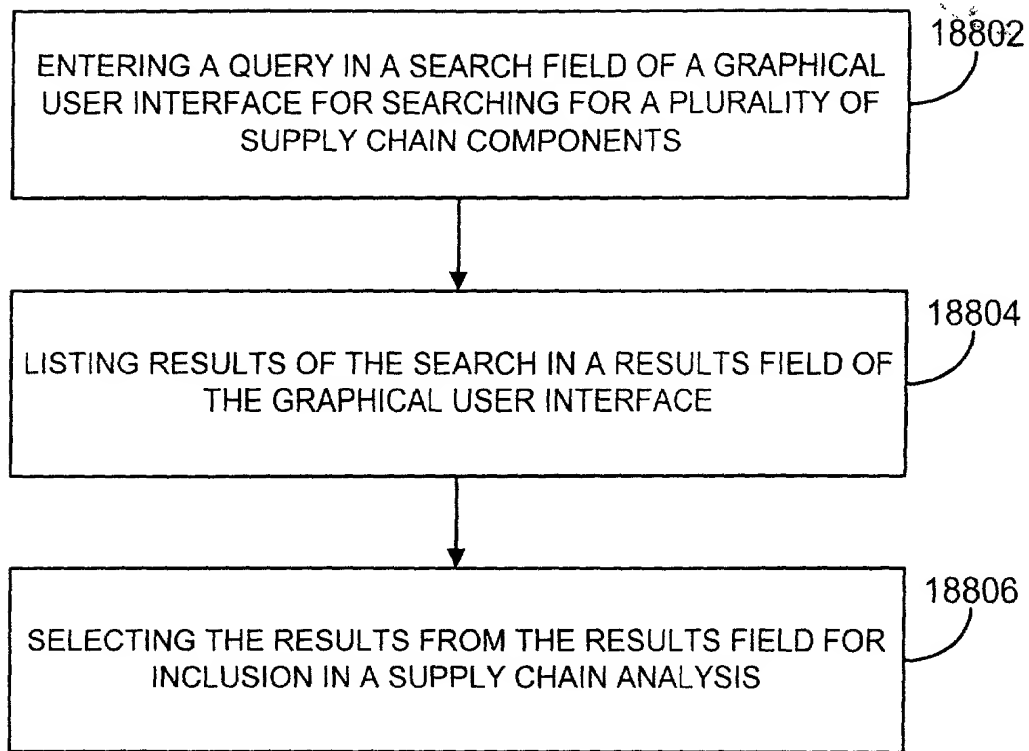
[illegible]

**FIG. 186**

18700

**FIG. 187**

18800



**FIG. 188**

18900

Supplier	Terms	SLP/PLT	Minimum	Maximum	Include	
CAVENDISH FARMS		↓ Pallet ↓			<input checked="" type="radio"/> Yes <input type="radio"/> No	↑
J.R. SIMPLOT COMPANY		↓ Pallet ↓			<input checked="" type="radio"/> Yes <input type="radio"/> No	↓
LAMB-WESTON, INC.		↓ Pallet ↓	200,000,000		<input checked="" type="radio"/> Yes <input type="radio"/> No	↑
Supplier FOB			Minimum	Maximum	Include	
LAMB-WESTON, INC.-PASCO, WA			90,000,000	110,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No	
LAMB-WESTON, INC.-RICHLAND WA			0	55,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No	
LAMB-WESTON, INC.-AMERICAN FALLS ID			90,000,000	110,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No	

FIG. 189

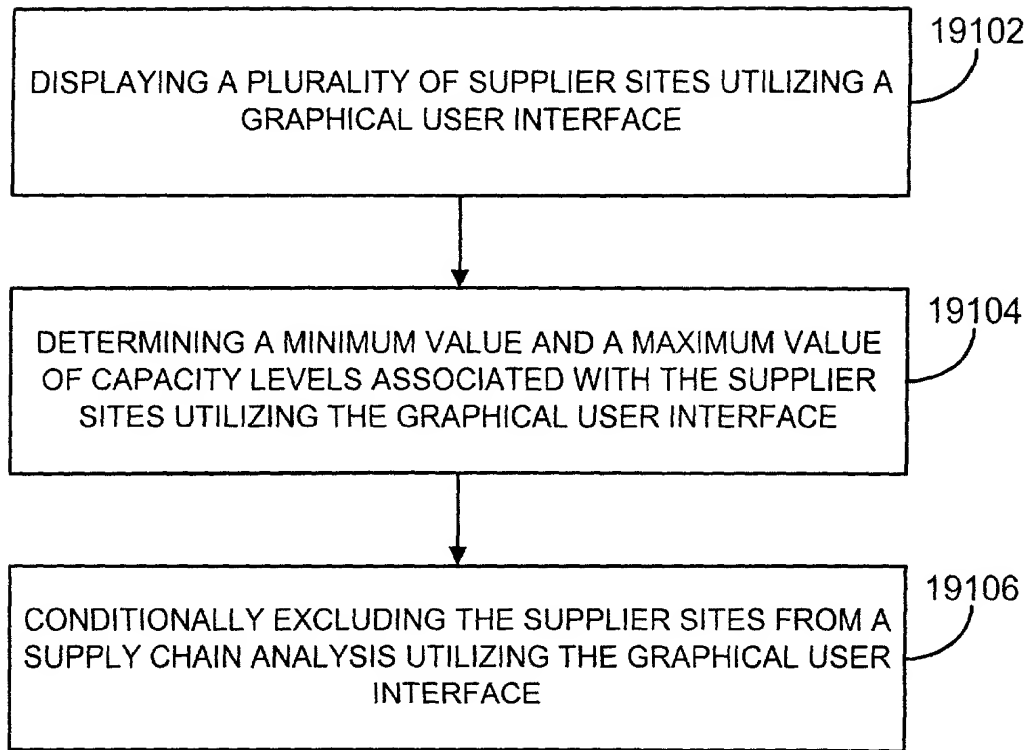
19000

Supplier	Terms	SLP/PLT	Minimum	Maximum	Include	
MCCAIN FOODS		↓ Pallet ↓			<input checked="" type="radio"/> Yes <input type="radio"/> No	↑
NESTLE FOOD COMPANY		↓ Pallet ↓			<input checked="" type="radio"/> Yes <input type="radio"/> No	↓
ORE-IDA FOODS		↓ Pallet ↓	225,000,000		<input checked="" type="radio"/> Yes <input type="radio"/> No	↑
Supplier FOB			Minimum	Maximum	Include	
MCCAIN FOODS, LTD.-PRINCE EDWARD ISLAND			18,000,000	30,000,000	<input type="radio"/> Yes <input checked="" type="radio"/> No	
MCCAIN FOODS, LTD.-PORTAGE LE PRAIRIE			45,000,000	50,000,000	<input type="radio"/> Yes <input checked="" type="radio"/> No	
MCCAIN FOODS, INC.-OTHELLO, WA			27,000,000	132,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No	

FIG. 190



19100



**FIG. 191**

105050 12191860

19200

Supplier	#	Volume		
HUDSON INDUSTRIES	0			
INTERNATIONAL DIVERSE FOODS	0			
SUPERIOR COFFEE & FOODS	0			
Supplier FOB	Item	Cont FOB	#	Volume
HUDSON INDUSTRIES-TROY AL	MAYO-BULK	8.4200	0	
HUDSON INDUSTRIES-TROY AL	SAUCE-BULK-TARTAR	9.2300	0	

FIG. 192

[illegible]FIG. 194

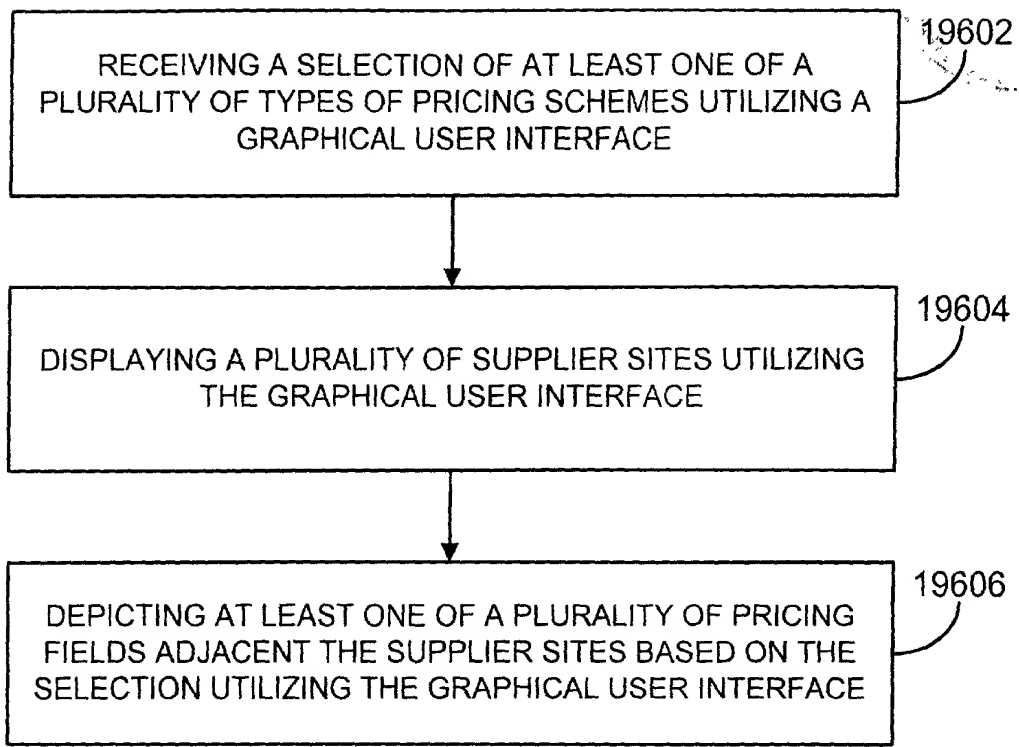
19500

Item Description		Supplier FOB	
FRIES-COATED		CAVENDISH-PRINCE EDWARD	
FRIES-COATED		J.R. SIMPLOT COMPANY-HERMISTON	
FRIES-COATED		LAMB-WESTON, INC.-PASCO, WA	
Distribution Center	Delivered	#	Volume
AMERISERVE-OMAHA, NE	0 3750	0	0
AMERISERVE-PLYMOUTH, MN	0 3850	0	0
AMERISERVE-WAUKESHA	0 3670	0	0
FLEMING FOODS-KAPOLEI	0 4725	0	0
KING PROVISION-ATLANTA	0 3950	0	0

FIG. 195

109090 6491360

19600



**FIG. 196**

19700

Total Rest. Growth Amount

5.00%

19702

Usage Period

09/01/97 to 08/31/98

Distribution Center	Current Rest. Count	Restaurant Growth %	Projected Avg. Rest. Count	+
AMERISERVEPOST-ALBUQUERQUE	27	5.00%	28	
AMERISERVEPOST-DENVER	35	5.00%	37	
AMERISERVEPOST-SALT LAKE UT	2	5.00%	2	
AMERISERVE-OMAHA, NE	166	5.00%	174	

FIG. 197

19800

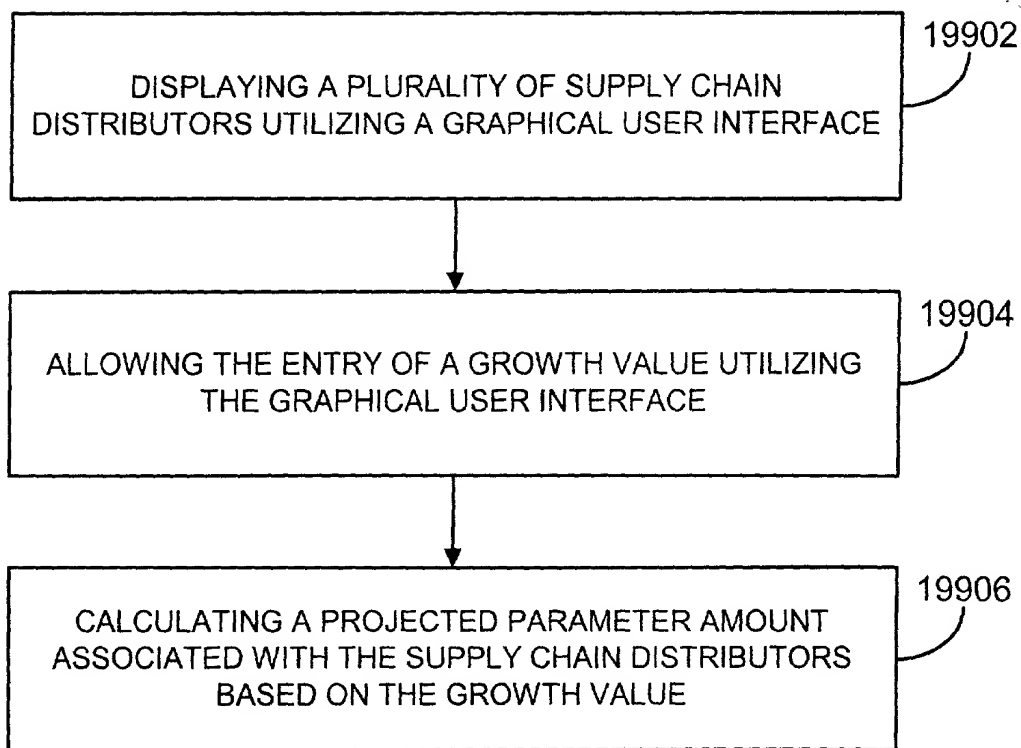
Item	Item Growth %	Usage Period
CHICKEN-PATTY	0.00%	

Distribution Center	Previous Usage	Projected Rest. Count	Cong. Factor	Avg. # RM	DC/Item Growth	Projected Usage	+
AMER-OMAMA	44,035	166	98.49%	24.12	4.00%	49,205	
AMER-PLYMOUTH	37,141	177	100.00%	18.30	5.00%	40,823	
AMER-MILWAUK	38,520	188	100.00%	19.02	0.00%	42,909	

FIG. 198

19900



**FIG. 199**

20000

Supplier FOB		Address	
CAVENDISH FARMS	Dieppe	NB	E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99999
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls	ID	83211

Distribution Center	Lane Restriction		Honor TL Rate
AMERISERVE/POST-ALBUQUERQUE	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE/POST-DENVER	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE/POST-SALT LAKE, UT	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE-OMAHA, NE	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE-PLYMOUTH, MN	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>

20002

FIG. 200

20100

Supplier FOB		Address	
CAVENDISH FARMS	Dieppe	NB	E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99999
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls	ID	83211


  

Distribution Center	Lane Restriction	
AMERISERVE/POST-ALBUQUERQUE	<input type="radio"/> Solver	<input checked="" type="radio"/> Required <input type="radio"/> Excluded
AMERISERVE/POST-DENVER	<input checked="" type="radio"/> Solver	<input type="radio"/> Required <input type="radio"/> Excluded

FIG. 201

20200

Invalid Selection


**AMERISERVE/POST-ALBUQUERQUE is already required by J.R. SIMPLOT COMPANY-HERMISTON, OR.**

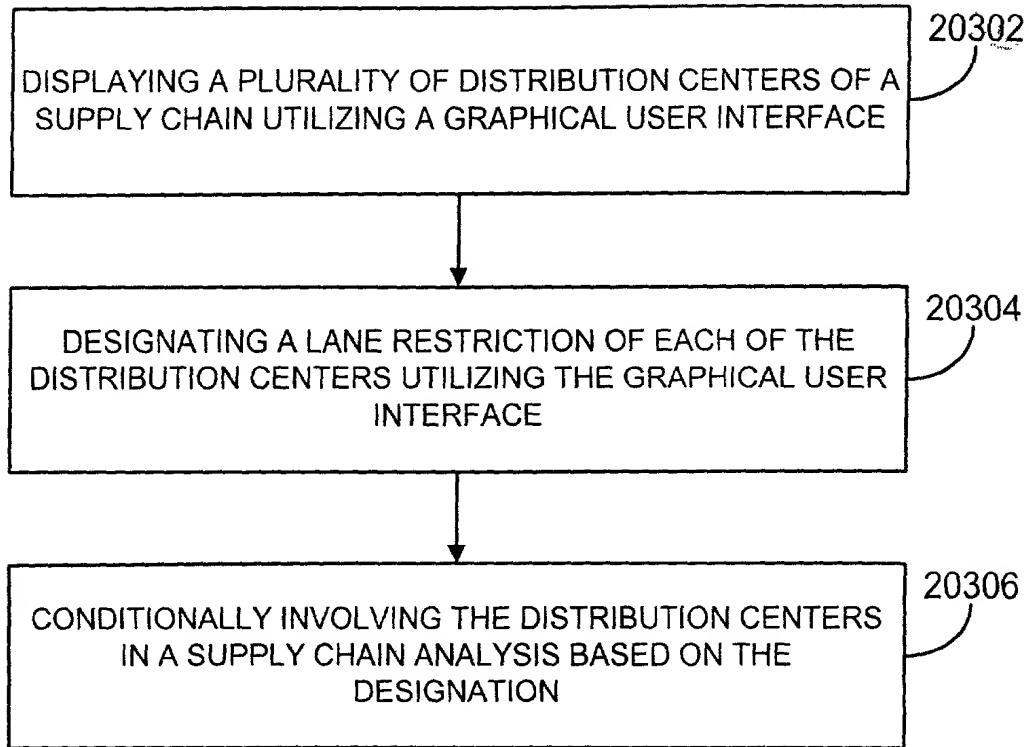
OK

FIG. 202

109090-12191860



20300



**FIG. 203**

20400

Supplier FOB		Address		
CAVENDISH FARMS		Dieppe	NE	E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR		Hermiston	OR	99888
LAMB-WESTON, INC.-AMERICAN FALLS ID		American Falls	ID	83211
Distribution Center	Truckload Freight	Lane Distance		
AMERISERVEPOST-ALBUQUERQUE	1,617			
AMERISERVEPOST-DENVER	1,277			
AMERISERVEPOST-SALT LAKE CITY	691			

FIG. 204

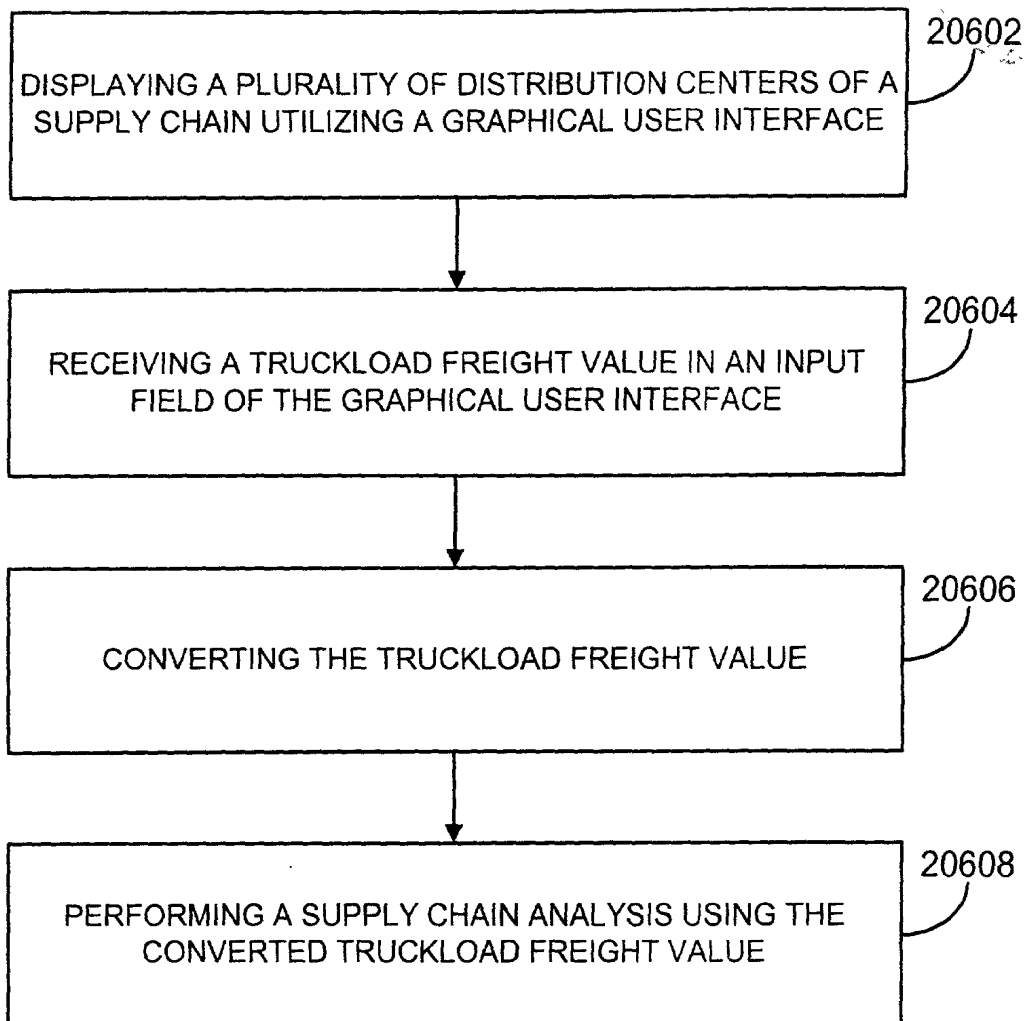
20500

Supplier FOB		Address			
O.K. FOODS-FORT SMITH AR		Fort Smith		AR	72904
TYSON FOODS-GREEN FORREST AR		Green Forest		AR	72638
TYSON FOODS-RUSSELVILLE AR		Russelville		AR	72801

Distribution Center	Weight	LTL Minimum	0 to 1,000 LBS	1,001 to 5,000 LBS	5,001 to 10,000 LBS	10,001 to 20,000 LBS	20,000 LBS +
PS-ATLANTA	15,000					1.10	
PS-BURLINGTON	15,000	400.00				1.20	

FIG. 205

20600



**FIG. 206**

FOODS-PORTLAND

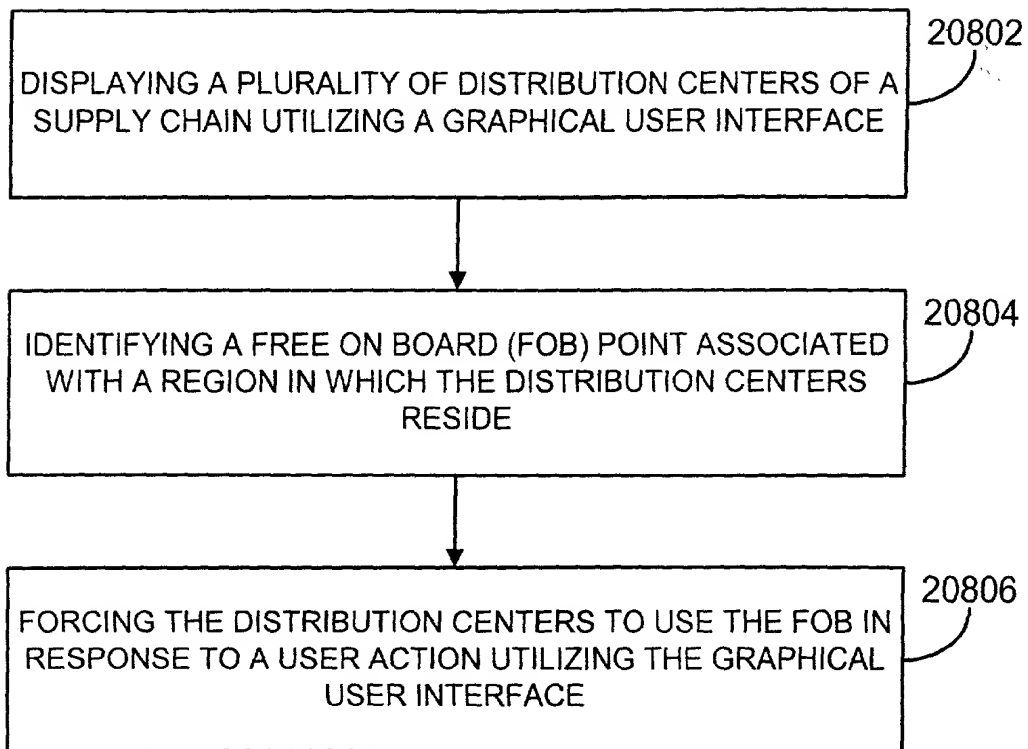
20700



Analysis Region	Force FOB
MCCABE-PORTLAND/RNW-ANCHORAGE	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Distribution Center Name	Site Role
MCCABE QUALITY FOODS-PORTLAND	Corporate & FOB Point
RESTAURANTS NW-ANCHORAGE	Corporate & FOB Point

FIG. 207

20800



**FIG. 208**

20900



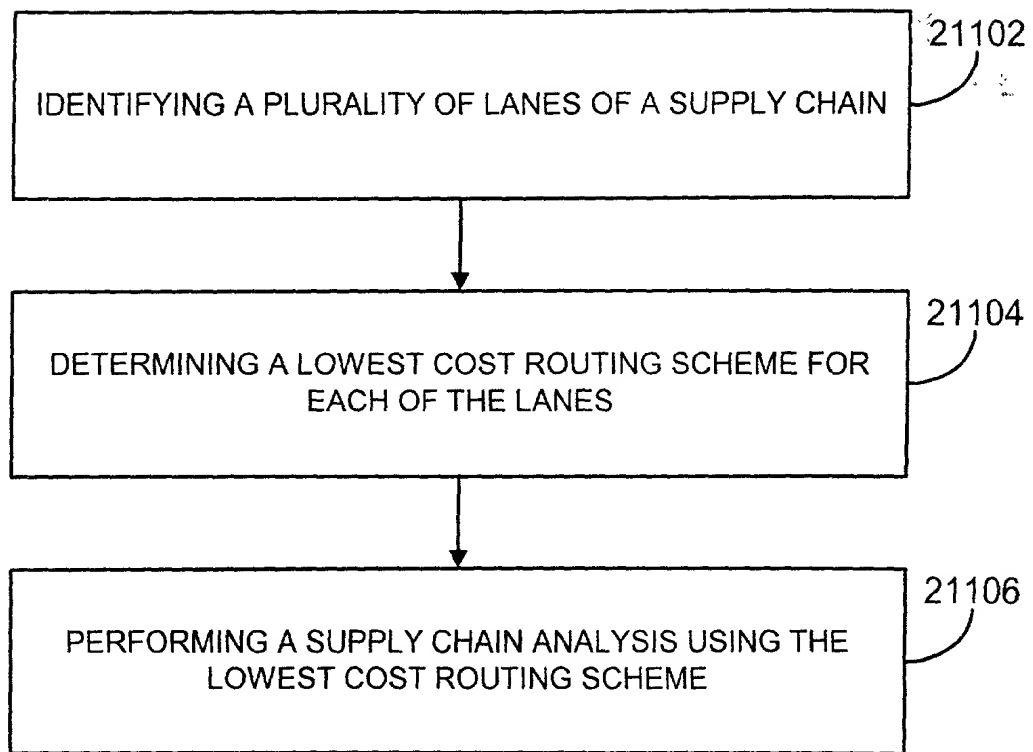
FIG. 209

21000

Report Selection		Report Name:
Report Type:	Optimal Product Routing	Freight Information Provided
Report Parameters		Freight Information Provided
Supplier:	(All)	LTL Routing Grid By Lane
Supplier FOB:	(All)	Routing Results By Lane
Distribution Center:	(All)	Routing Results By Lane, Item
Version:	Base Version	Routing Results w/ RDC Breakout By Lane
		Routing Results w/ RDC Breakout By Lane, Item
		TL Freight Variance Analysis

FIG. 210

21100



**FIG. 211**

21200

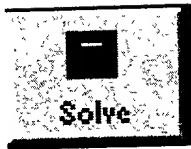


FIG. 212

21300

21302

**Report Selection**

Report Type:	Report Name:
Awarded Volume	Awarded Volume by Item - Detail
Awarded Volume	
Comparison Reports	
Cost Matrix Preview	
Optimal Product Routing	
Tab Reports	
	ew Capacity & Prices

FIG. 213



21400

Awarded Volume by Item - Detail
Awarded Volume by Item - Detail
Awarded Volume by Item - Freight
Awarded Volume by Item - Summary
Competing DC Freight Analysis by Item
Lane Assignment Matrix
Lane Weighted Average Delivered Cost

**FIG. 214**

21500

Assigned Volume Percentages (no conversion)
Assigned Volume Percentages (with conversion)
Invoice FOB Detail Comparison (no conversion)
Invoice FOB Detail Comparison (with conversion)
Invoice FOB Savings Comparison (no conversion)
Invoice FOB Savings Comparison (with conversion)

**FIG. 215**

21600

Report Type:	Report Name:
Comparison Reports	Assigned Volume Percentages (no conversion)

**FIG. 216**

21700

Report Name:
Assigned Volume Percentages (no conversion)
Assigned Volume Percentages (no conversion)
Assigned Volume Percentages (with conversion)
Invoice FOB Detail Comparison (no conversion)

**FIG. 217**

**Comparison Versions:**

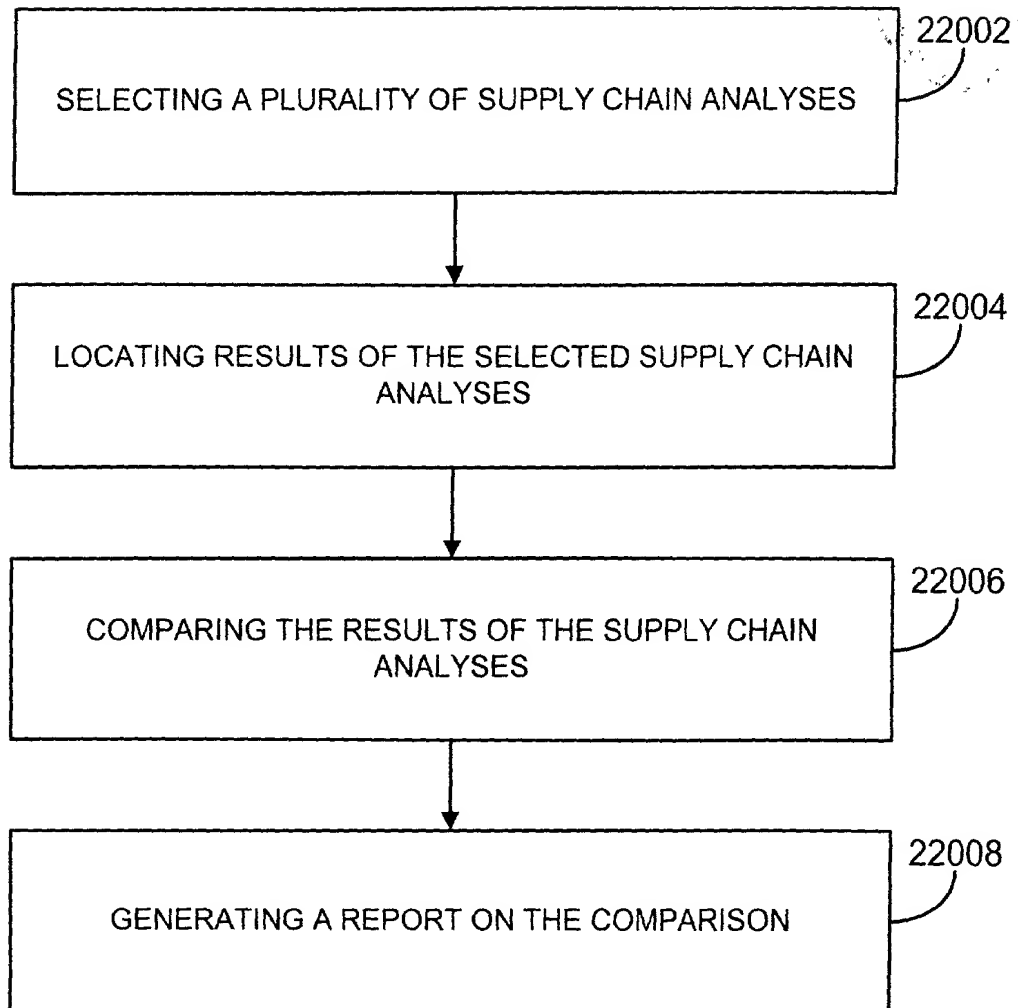
**FIG. 218**



FIG. 219

	1970	1971	1972	1973	1974	1975	1976	1977	1978	1979	1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036	2037	2038	2039	2040	2041	2042	2043	2044	2045	2046	2047	2048	2049	2050	2051	2052	2053	2054	2055	2056	2057	2058	2059	2060	2061	2062	2063	2064	2065	2066	2067	2068	2069	2070	2071	2072	2073	2074	2075	2076	2077	2078	2079	2080	2081	2082	2083	2084	2085	2086	2087	2088	2089	2090	2091	2092	2093	2094	2095	2096	2097	2098	2099	2100	2101	2102	2103	2104	2105	2106	2107	2108	2109	2110	2111	2112	2113	2114	2115	2116	2117	2118	2119	2120	2121	2122	2123	2124	2125	2126	2127	2128	2129	2130	2131	2132	2133	2134	2135	2136	2137	2138	2139	2140	2141	2142	2143	2144	2145	2146	2147	2148	2149	2150	2151	2152	2153	2154	2155	2156	2157	2158	2159	2160	2161	2162	2163	2164	2165	2166	2167	2168	2169	2170	2171	2172	2173	2174	2175	2176	2177	2178	2179	2180	2181	2182	2183	2184	2185	2186	2187	2188	2189	2190	2191	2192	2193	2194	2195	2196	2197	2198	2199	2200	2201	2202	2203	2204	2205	2206	2207	2208	2209	2210	2211	2212	2213	2214	2215	2216	2217	2218	2219	2220	2221	2222	2223	2224	2225	2226	2227	2228	2229	2230	2231	2232	2233	2234	2235	2236	2237	2238	2239	2240	2241	2242	2243	2244	2245	2246	2247	2248	2249	2250	2251	2252	2253	2254	2255	2256	2257	2258	2259	2260	2261	2262	2263	2264	2265	2266	2267	2268	2269	2270	2271	2272	2273	2274	2275	2276	2277	2278	2279	2280	2281	2282	2283	2284	2285	2286	2287	2288	2289	2290	2291	2292	2293	2294	2295	2296	2297	2298	2299	2300	2301	2302	2303	2304	2305	2306	2307	2308	2309	2310	2311	2312	2313	2314	2315	2316	2317	2318	2319	2320	2321	2322	2323	2324	2325	2326	2327	2328	2329	2330	2331	2332	2333	2334	2335	2336	2337	2338	2339	2340	2341	2342	2343	2344	2345	2346	2347	2348	2349	2350	2351	2352	2353	2354	2355	2356	2357	2358	2359	2360	2361	2362	2363	2364	2365	2366	2367	2368	2369	2370	2371	2372	2373	2374	2375	2376	2377	2378	2379	2380	2381	2382	2383	2384	2385	2386	2387	2388	2389	2390	2391	2392	2393	2394	2395	2396	2397	2398	2399	2400	2401	2402	2403	2404	2405	2406	2407	2408	2409	2410	2411	2412	2413	2414	2415	2416	2417	2418	2419	2420	2421	2422	2
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22000



**FIG. 220**

109050" 12491860

22100

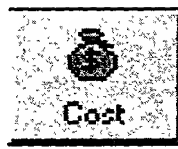


FIG. 221

22200

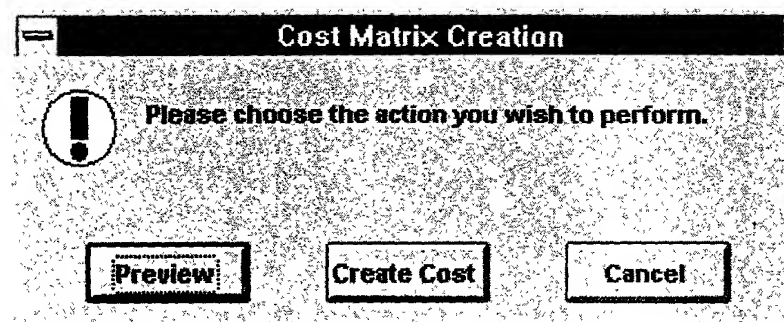


FIG. 222

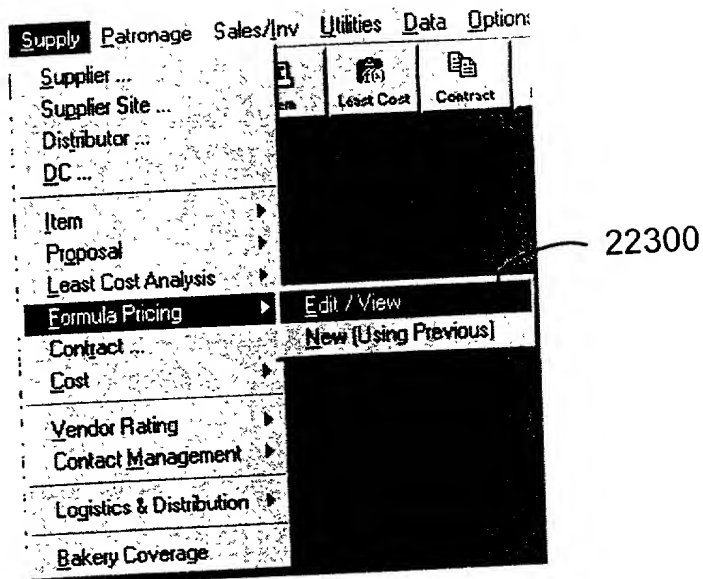


FIG. 223

22400

FIG. 224

22500

Formula Pricing - BEEF - 77% - 04/06/98

General Info	Pricing	Freight	Formulas	Block Cost	Adjustments								
Date	FRSH DOM 50% TRIM	FRSH DOM 65% TRIM	FRSH DOM 73% TRIM	FRSH DOM 75% TRIM	FRSH DOM 88% LEAN	FRSH DOM 85% LEAN	FRSH DOM 90% LEAN BL	FRSH DOM 90% LEAN	FRSH DOM 90% LEAN YW	FRZN DOM 90% LEAN BL	IMP AUS 90% LEAN	Lean Fine Tatr Beef	
03/23/98	0.8800	0.9100	0.9052	0.9300	0.9318	0.9900	0.9900	0.9950	1.0000	0.9500	0.9500	0.7968	
03/24/98	0.8800	0.9100	0.9149	0.9400	0.9224	0.9800	1.0000	1.0500	1.1000	0.9400	0.9600	0.8400	
03/25/98	0.8800	0.9150	0.8857	0.9100	0.9224	0.9800	1.0000	1.1500	1.2000	0.9500	0.9300	0.9200	
03/26/98	0.8850	0.9155	0.8945	0.9190	0.9275	0.9855	1.2000	1.2500	1.3000	0.9600	0.9500	1.0000	
03/27/98	0.8900	0.9200	0.9344	0.9600	0.9275	0.9855	1.0000	1.0500	1.1000	0.9550	0.9800	0.8400	
03/30/98	0.8800	0.9300	0.9441	0.9700	0.9318	0.9900	0.9995	0.9998	1.0000	0.9370	0.9650	0.7998	
03/31/98	0.8860	0.9160	0.9539	0.9800	0.9412	1.0000	1.0000	1.1250	1.1500	0.9550	0.9870	0.9000	
04/01/98	0.8700	0.9200	0.9393	0.9650	0.9224	0.9800	1.2000	1.2300	1.2600	0.9630	0.9630	0.9840	
04/02/98	0.9500	0.9400	0.9490	0.9750	0.9318	0.9900	1.0000	1.0250	1.0500	0.9540	0.9870	0.8200	
04/03/98	0.8515	0.9700	0.9539	0.9800	0.9412	1.0000	1.0000	1.0750	1.0500	0.9580	0.9870	0.8600	
	0.8753	0.9247	0.9275	0.9529	0.9300	0.9881	1.0690	1.0950	1.1210	0.9572	0.9659	0.8760	

FIG. 225

22600

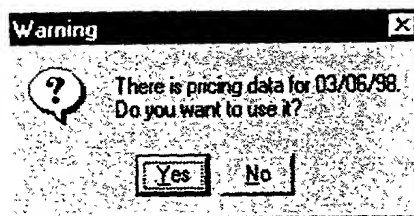


FIG. 226

22700

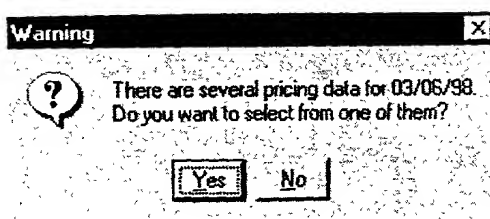


FIG. 227

22800

**Formula Pricing Selection**

Pricing ID	Calc. Date	Description
10	03/08/98	Beef Pricing 3/8/98
11	03/23/98	Beef Pricing 3/23/98

OK Cancel

FIG. 228

22900

**Formula Pricing - BEEF - 77% - 04/06/98**

General Info | Pricing | Freight | Formulas | Block Cost | Adjustments

Supplier FOB	Address
AMERICAN FOOD SERVICE	King of Prussia, PA 19406
DIVERSITY FOOD PROCESSING-VIRGINIA	Petersburg, VA 23805
GOOD SERVINGS PRODUCTS-NH	Manchester, NH 03108

Material Type	Freight Amt
Fresh Domestic 50% Trim	0.0450
Fresh Domestic 65% Trim	0.0000
Fresh Domestic 73% Trim	0.0000
Fresh Domestic 75% Trim	0.0000
Fresh Domestic 80% Lean	0.0000
Fresh Domestic 85% Lean	0.0000
Fresh Domestic 90% Lean	0.0400
Fresh Domestic 90% Lean-Blue	0.0000
Fresh Domestic 90% Lean-Yellow	0.0000
Frozen Domestic 90% Lean	0.0000
Imported Australia 90% Lean	0.0150

FIG. 229

23000

Formula Pricing - BEEF - 77% - 04/06/98

General Info		Pricing		Freight		Formulas		Block Cost		Adjustments		FD58TR		FD65TR		FD73TC		FD88LC		FD95LN		FD98LC		IMAH98		LFTB		Total
Formula	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost		
AFS-1	0.3120	0.2871											0.1880	0.2134	0.4000	0.3924	0.1000	0.0911									0.9848	
DIV-1	0.1400	0.1295	0.2000	0.1949	0.1400	0.1368							0.2000	0.2190	0.3200	0.3139											0.9941	
GS-1	0.3270	0.3042											0.1730	0.1972	0.3600	0.3549	0.1400	0.1303									0.9866	
S&C-1	0.2414	0.2200						0.2179	0.2026	0.2179	0.2153	0.2179	0.2386														0.9721	
SER-1	0.3250	0.2926											0.1750	0.1951	0.3650	0.3571	0.1350	0.1236									0.9684	
TEX-1	0.3090	0.2766											0.3410	0.3802	0.2500	0.2452	0.1000	0.0896									0.9916	
WHI-1	0.3250	0.2958											0.1750	0.1969	0.3650	0.3608	0.1350	0.1230									0.9765	
WIS-1	0.3325	0.2977											0.4675	0.5185	0.1000	0.0988	0.1000	0.0890									1.0018	

FIG. 230

23100

Formula Pricing - BEEF - 77% - 04/06/98

General Info	Pricing	Freight	Formulas	Block Cost	Adjustments
--------------	---------	---------	----------	------------	-------------

Formula	Raw Material Cost	Yield	Block Cost	Margin	FOB Price	Include?
AFS-1	0.9840	0.99	\$0.9990	0.1232	\$1.1222	र र र र र र र र
DIV-1	0.9941	0.98	\$1.0123	0.1669	\$1.1792	
GS-1	0.9866	0.98	\$1.0037	0.1287	\$1.1324	
S&C-1	0.9721	1.00	\$0.9721	0.1457	\$1.1178	
SER-1	0.9684	0.99	\$0.9631	0.1325	\$1.1156	
TEX-1	0.9916	0.99	\$1.0067	0.1232	\$1.1299	
WHI-1	0.9765	0.98	\$0.9939	0.1275	\$1.1214	
WIS-1	1.0018	0.98	\$1.0202	0.1334	\$1.1536	

FIG. 231



23200

Formula Pricing - BEEF - 77% - 04/06/98						
General Info   Pricing   Freight   Formulas   Block Cost   Adjustments						
Formula	Raw Cost	Yield	FOB Price	Margin	Adjustments	Adj. FOB Price
AFS-1	0.9840	0.9850	0.9890	0.1232	0.0000	1.1222
DIV-1	0.9941	0.9820	1.0123	0.1669	0.1500	1.3292
GS-1	0.9866	0.9830	1.0037	0.1287	0.0000	1.1324
S&C-1	0.9721	1.0000	0.9721	0.1457	0.0000	1.1178
SER-1	0.9684	0.9850	0.9831	0.1325	0.0000	1.1156
TEX-1	0.9916	0.9850	1.0067	0.1232	0.0000	1.1299
Amount Adjustment Desc						
0.1500	Upcharge					

FIG. 232

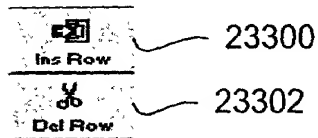


FIG. 233

23400

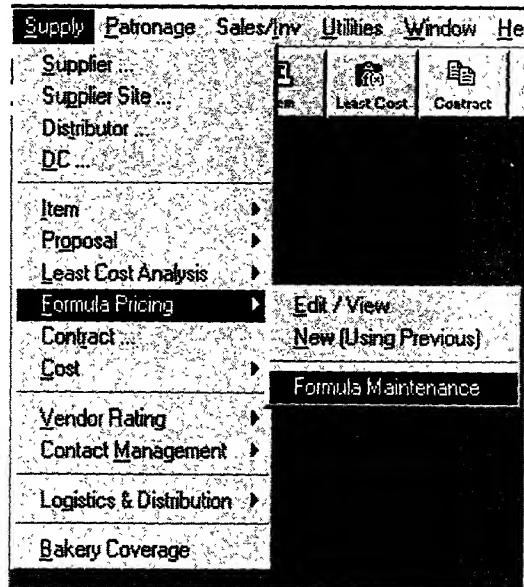


FIG. 234

23500

Formula Maintenance			
Formula ID	Facility	Description	Short Name
5	AMERICAN FOOD SERVICE	American Food Service Formula A	AFS-1
7	DIVERSITY FOOD PROCESSING - VIRGIN	DIV Formula - 1b	DIV-1
8	GOOD SERVINGS PRODUCTS - NH	Good Servings Formula 1	GS-1
Number of Rows: 14			
Material Type		Begin Date	Percentage
Fresh Domestic 50% Trim		10/03/1997	31.2000%
Fresh Domestic 73% Trim		10/01/1996	20.0000%
Fresh Domestic 85% Lean		10/01/1997	5.0000%
Fresh Domestic 90% Lean		10/01/1997	18.8000%
Number of Rows: 6			100.0000%

FIG. 235



23600

FIG. 236